PL CE, 30 CENTS.

PTEMBER 1910-4 \$3.00 A YEAR

VOLUMEXIV NUMBER 6

ල

The Industry Princer

Hero Seren







They say
The printing business is slow
But the sales of Ullman's Ink
Are greater than ever.

The busiest printers
Are the ones who use
Ullman's Inks
And the user of
Ullman's Inks
Is getting the business
That others miss.

## Sigmund Ullman Co.

NEW YORK CHICAGO PHILADELPHIA CINCINNATI











BUSINESS CARDS



PROGRAMS'



ANNOUNCEMENTS SHOW CARDS



## igravers Art ellum Plate

Pasted Bristols

MADE LIKE WEDDING BRISTOL LOOK LIKE WEDDING BRISTOL AND ARE NOT NEARLY AS EXPENSIVE



· Samples Gladly Furnished - Ask ForThem ·

DISTRIBUTORS OF "BUTLER BRANDS"

STANDARD PAPER CO., INTERSTATE PAPER CO., SOUTHWESTERN PAPER CO., Dallas, Texas SOUTHWESTERN PAPER CO., Houston, Texas PACIFIC COAST PAPER CO.. San Francisco, California SIERRA PAPER CO., OAKLAND PAPER CO.,

Milwaukee, Wisconsin Kansas City, Missouri Los Angeles, California Oakland, California

CENTRAL MICHIGAN PAPER CO., Grand Rapids, Mich. MUTUAL PAPER CO., Seattle, Washington AMERICAN TYPE FOUNDERS CO., Spokane, Washington AMERICAN TYPE FOUNDERS CO., Vancouver, Br. Col. NATIONAL PAPER & TYPE CO. (Export Only), N.Y. City NATIONAL PAPER & TYPE CO., City of Mexico, Mex. NATIONAL PAPER & TYPE CO., City of Monterey, Mex. NATIONAL PAPER & TYPE CO., Havana, Cuba

W-Butler Paper Co CHICAGO - ESTABLISHED-1844

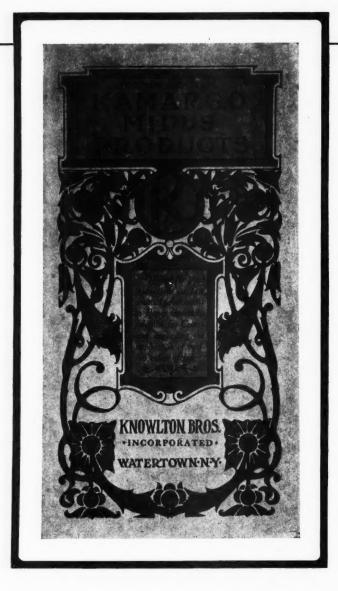




MENUS







#### Our most unusual cover effects stocked by the following houses:

Lasher & Lathrop		New York, N.Y.
Riegel & Co., Inc		Philadelphia, Pa.
A. Storrs & Bement Co		. Boston, Mass.
R. L. Greene Paper Co		Providence, R. I.
F. N. McDonald & Co		. Baltimore, Md.
Hudson Valley Paper Co		. Albany, N. Y.
Alling & Cory Co		Rochester, N. Y.
Alling & Cory Co		. Buffalo, N. Y.
Alling & Cory Co		. Pittsburg, Pa.
J. & F. B. Garrett Co		. Syracuse, N. Y.
Megargee Brothers		Scranton, Pa.
Donaldson Paper Co		. Harrisburg, Pa.
R. P. Andrews Paper Co.		Washington, D. C.
Richmond Paper Mfg. Co.		. Richmond, Va.
Union Paper & Twine Co.		. Cleveland, Ohio
Whitaker Paper Co		Cincinnati, Ohio
James White Paper Co		Chicago, Ill.
Standard Paper Co		Milwaukee, Wis.
John Leelie Paner Co		Minnesolie Minn

Graham Paper Co					. St. Louis, Mo.
Graham Paper Co					Nashville, Tenn.
Graham Paper Co					New Orleans, La.
Tennessee Paper Co					Memphis, Tenn.
Carpenter Paper Co					Omaha, Neb.
Carpenter Paper Co					Des Moines, Iowa
Carpenter Paper Co. of U	Jta	h		S	alt Lake City, Utah
Kansas City Paper House					Kansas City, Mo.
Peters Paper Co					. Denver, Colo.
West-Cullum Paper Co.					Dallas, Tex.
Blake, Moffitt & Towne					San Francisco, Cal.
Blake, Moffitt & Towne					Los Angeles, Cal.
Blake, McFall Co					. Portland, Ore.
American Paper Co					. Seattle, Wash.
Tacoma Paper & Statione	ery	C	).		. Tacoma, Wash.
Spokane Paper & Station					. Spokane, Wash.
Henry Lindenmeyer & S					. London, Eng.
W. V. Dawson & Co.					. Montreal, P. Q.
Schmidt & Ziegler					Manila, P. I.





# It has been so for over twenty-five years

A thoroughly reliable, high quality Bond Paper, good every day in the year, year in and year out.

## BROTHER JONATHAN BOND

We need not be gifted with the power of oratory to influence you to adopt **Brother Jonathan Bond.** There is need for us only to inform you that we are putting forth our supreme effort in making this paper the best in every respect for fine, dignified business stationery, producible at minimum cost.

What we urge upon you more than anything else is, that you inspect this paper without delay; it will pay you. Not until you do this will you be acting fairly to yourself. If you will consent to take time to examine samples, we are confident that your judgment will dictate in favor of this worthy paper.

**Brother Jonathan Bond** is to be had in White and eleven splendid Tints in Plain and Linen Finish with Envelopes to match. Samples, plain or demonstrative, to be had for the asking.

Distributors of "Butler Brands"

STANDARD PAPER CO
INTERSTATE PAPER Co
SOUTHWESTERN PAPER CO
SOUTHWESTERN PAPER CO
PACIFIC COAST PAPER CO
Sierra Paper Co
OAKLAND PAPER CoOakland, California
CENTRAL MICHIGAN PAPER CoGrand Rapids, Michigan
MUTUAL PAPER COSeattle, Washington
AMERICAN TYPE FOUNDERS CoSpokane, Washington
AMERICAN TYPE FOUNDERS Co
NATIONAL PAPER & Type Co. (Export Only)New York City
NATIONAL PAPER & Type Co
NATIONAL PAPER & Type Co
Manager Dane & Tune Co

Address Division 1

J.W. Butler Paper Co.

Chicago

Established 1844





Lithographic Inks



Litho Stone Planer

#### LITHOGRAPHIC SUPPLIES AND INKS

Offset Supplies

PRINTING INKS



BRONZE POWDER

FACTORY RUTHERFORD N. J.

MACHINERY 40° LITHOGRAPHERS AP PRINTERS

## The FUCHS & LANG MFG CO.

150 N. FOURTH ST. PHILADELPHIA 29 WARREN ST. | 328 DEARBORNST.

NEW YORK CHICAGO



Roller Embossing Machine

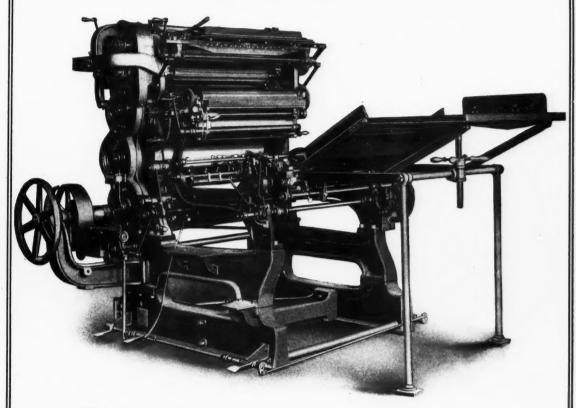


Century Bronzing Machine

# 66 Per Cent

of all Offset Presses of all makes in the territory West of Buffalo, Pittsburg and Atlanta to the Pacific Coast are

## **HARRIS**



34 Per Cent divided among six other makes.

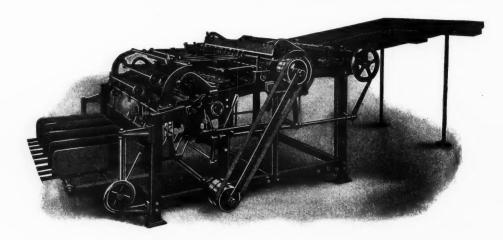
What is the answer? Write

## THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE Manhattan Building NILES, OHIO

NEW YORK OFFICE 1579 Fulton Hudson Terminal Building

# THE CHAMBERS Paper Folding Machines



#### Drop-roll Parallel Folder with Hand Feed Table

#### **AUTOMATIC FEEDERS FURNISHED**

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

## Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa. Chicago Office:: 524 West Jackson Boulevard



## Strathmore Talks

[No. 13]

¶ Investment or expense—which do you consider advertising literature? It all depends upon the advertising literature.

¶ In either case the printer has considerable responsibility. Many a time, if the printer would show by specimen and by his own earnest belief and enthusiasm (be a true salesman, in other words), he could turn the consumer's mind to something that would be an investment.

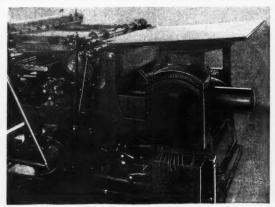
¶ If more printers would realize that investment advertising literature means their own bread and butter, and work on this selfish basis, they and their customers would be better off.

¶ It is probably cracking an old nut to mention that the "STRATH-MORE QUALITY" Book and Cover Papers make advertising literature that is advertising literature. Most people know it, but sometimes that two, three or five cents per pound is too much for their courage when that infinitesimal difference per catalog will have an important bearing upon its successful outcome.

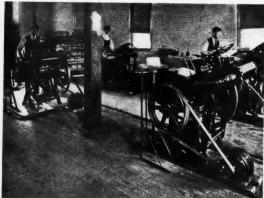
Strathmore Japan Strathmore Deckle Edge Old Stratford Book Alexandra Book Alexandra Japan Old Stratford Parchment Cover Old Cloister Cover Rhododendron Cover Rhododendron Folding Bristols Adirondack Cover

#### MITTINEAGUE PAPER COMPANY

The "STRATHMORE QUALITY" Mills MITTINEAGUE, MASS., U.S.A.



Arrangement of General Electric Controller and resistance on Babcock
Optimus Press.



General Electric Type RI. ½ H.P. Variable speed alternating current motors driving one Peerless and three Chandler & Price Job Presses.

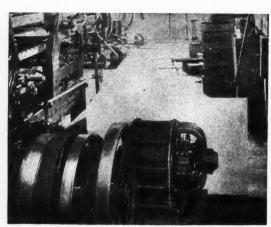
### General Electric AC Motors With Wide Speed Variation for

For the operation of small printing-presses where alternating current is available, the General Electric Type RI variable speed, single phase motor furnishes ideal power.

The enterprising proprietor of an up-to-date printing establishment whose presses are operated by these motors says:

WARREN, PA., February 12, 1909.
GENERAL ELECTRIC Co., Pittsburg, Pa.:
Gentlemen,—The Warren Electric Light Co. have completed the installation of the individual "RI" motor drive for our presses, and after a thorough trial I am convinced that it is

The flexibility of the motor drive makes it possible to get out better and more work at a very low power cost. The notors are little beauties and run like a charm.



General Electric Type RI. Variable speed alternating current moto arranged for belted individual drive of Babcock Optimus Press.

## **Printing** Presses

It is certainly surprising how much lighter, cleaner and quieter my plant is now than with the old shafting, and confirms the opinion expressed by you at the time I purchased the Yours very truly,
(Signed) JOHN T. NEWELL.

One year later Mr. Newell confirms his statement.

WARREN, PA., January 14, 1910.

MR. FRED M. KIMBALL, Manager, Small Motor Department,
General Electric Co., West Lynn, Mass.:
Dear Sir,—I wish to verify my statement made a year
ago in reference to my complete equipment of type "RI"
motors and say that they have been entirely satisfactory, and
we have had no occasion to call in any "motor doctors."
My power bills are one-third cheaper than formerly, and in
addition I have two more machines. addition I have two more machines.

I highly recommend your type "RI" motors for printing-

I highly recommend your type offices or work requiring variable speed.

Very truly yours,

(Signed) JOHN T. NEWELL.

Can not the capacity of your plant be increased and the power cost reduced by installing an individual RI motor drive? Our engineers will be glad to tell you without charge. Write them.

#### General Electric Co.

The Largest Electrical Manufacturers in the World PRINCIPAL OFFICE: Schenectady, N.Y.

SALES OFFICES IN THE FOLLOWING CITIES—Atlanta, Ga.; Baltimore, Md.; Mass.; Buffalo, N, Y.; Butte, Mont.; Charlestown, W. Va.; Charlotte, N. C.; Chic Cincinnati, Ohio; Cleveland, Ohio; Columbus, Ohio; Denver, Colo.; Detro (Office of Sol'g' Agt.); Indianapolis, Ind.; Kansas City, Mo; Los Angeles, Cal. apolis, Minn.; Nashville, Tenn.; New Orleans, La.; New Haven, Conn.; New Yor Philadelphia, Pa.; Pittsburg, Pa.; Portland, Ore; Richmond, Va.; Satt Lake Cit

mAaltsWiborg Co.



CHICAGO · ST. LOUIS · BUFFALO · PHILADELPHIA
MINNEAPOLIS · SAN FRANCISCO · TORONTO · HAVANA
CITY OF MEXICO · BUENOS AIRES · PARIS · LONDON ·

# What do <u>you</u> know about Zinc Plates?

Most zinc plates are sold at an absurdly high price. A&W Zinc Plates, any size. any style grain at 15c. per square foot, are backed up, every inch, by our reputation

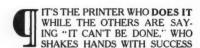
your information is limited or hazy, you need

# Zincology

(THE BOOKLET THAT TELLS)

THE possibilities of printing from zinc are so very big that when we got into the subject, enthusiasm took the place of curiosity. We've put some of these pertinent facts into print so you can absorb them quickly.

Obey that impulse and write for the booklet before your competitor does



## THE AULT & WIBORG COMPANY

Cincinnati

New York Ch Minneapolis City of Mexico

Chicago San

San Francisco
Buenos Aires

St. Louis Toronto Paris

Buffalo Montreal London Philadelphia Havana ALL sizes of matrices from 5 pt. to 11 pt., inclusive,

ALL sizes of bodies from 5 pt. to 14 pt., inclusive,

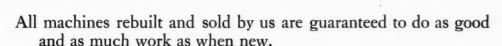
ALL measures from 5 ems Pica to 30 ems Pica, inclusive,

Can be used in the

# Two-Letter Rebuilt Model 1 Lin

Model 1 Linotype Machines

SOLD BY THIS COMPANY



New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, \$2,000.00.

Machines ready to ship. Write for terms.

## **Gutenberg Machine Company**

WILL S. MENAMIN,
President and General Manader

545-547-549 Wabash Ave., CHICAGO, ILL.

# The PREMIER 2

## The Whitlock Pony

The High-speed Newspaper Press

## THE LATEST THE BEST

All leaders in their respective fields Let us tell you about them

#### AGENCIES

Chicago, St. Louis, Cleveland, Cincinnati, Detroit, Minneapolis, Kansas City, Denver, Los Angeles, San Francisco, Spokane, Seattle, Dallas—AMERICAN TYPEFOUNDERS CO. Atlanta, Ga.—Messrs, J. H. SCHROBTER & BRO., 133 Central Ave.
TOTONIO, Ont. —Messrs. MANTON BROS., 105 Elizabeth St.

105 E.Hzadeth St. Halifax, N. S.— PRINTERS' SUPPLIES, Ltd., 27 Bedford Row. London, Eng.— Messrs, T. W. & C. B. SHERIDAN, 65-69 Mt. Pleasant, E. C. Sydney, N. S. W.— Messrs. Parsons & Whitmore, Challis House, Martin Place.

#### The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY

DERBY, CONN.

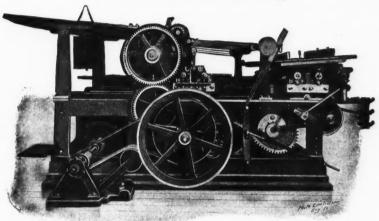
NEW YORK, 23d Street and Broadway Fuller (Flatiron) Building

BOSTON, 510 Weld Building, 176 Federal Street

## Sprague Electric Motors

#### THE MOTORS THAT MOST PRINTERS USE

They increase the output and eliminate the evil of dirt and grease dropping from the overhead shafting.



Sprague Electric Round-type Motor belted to No. 2E Whitlock Press.

#### These Motors are designed especially for the Printing and Allied Trades



## SPRAGUE ELECTRIC ROUND-TYPE MOTORS

Shown in accompanying illustration.

'Our handsome 74-page Bulletin No. 2294, with many illustrations and a long list of installations, will be sent upon request.

and are used extensively throughout this country and abroad, in both large and small establishments.

They reduce power expense and are safe, reliable, economical and easy to operate.

We make motors from  $\frac{1}{20}$  h.p. up to 500 h.p. and are able to give correct specifications to prospective users, and to furnish the most practical and modern electric drive for all classes and sizes of machines, from the smallest in the bindery to the largest newspaper presses.

The general appearance of the motors is very attractive, and the excellent finish and graceful design are well in keeping with their many other details of superiority.

Motors can be shipped immediately from stock.

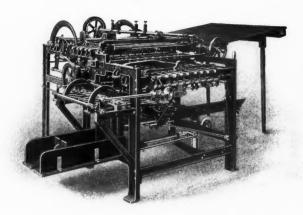
The perfection of design and the thoroughness of construction have made the Sprague Electric Motors universal favorites for driving printing-presses, stereotyping and electrotyping machines, cutters, folders, stitchers, linotype and monotype machines, etc.

They do the work with economy and precision.

## SPRAGUE ELECTRIC COMPANY

General Offices-527-531 West Thirty-fourth Street, City of New York

Branch Offices — Chicago, St. Louis, Milwaukee, Boston, Philadelphia, Pittsburg, Baltimore, Atlanta, New Orleans, San Francisco, Seattle



#### Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs.

Automatic Registers throughout.

**No!** We do not misrepresent, falsify or mislead in order to obtain business. We do not have to.

No! We do not attempt side issues that are simply poor imitations.

We make a specialty of paper-folding machinery.

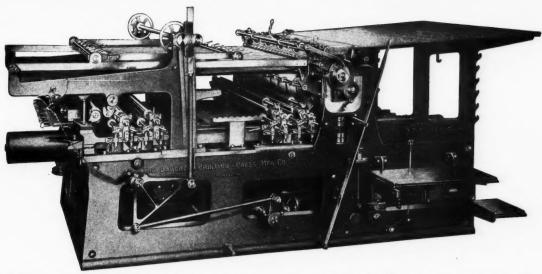
**No!** We do not make a machine-shop out of your office trying to erect, complete and install a machine successfully.

**No!** It does not take one of our erectors from two to three weeks or a month erecting a machine and trying to find out what is the matter with it. Our machines are thoroughly tested before shipping.

Made by

Brown Folding Machine Company

Erie, Pennsylvania



THE HEAVIEST, SIMPLEST, MOST COMPACT AND HANDSOMEST TWO-REVOLUTION. COMPARE THIS ILLUSTRATION WITH THAT OF ANY OTHER

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT New York Office, 38 Park Row.

John Haddon & Co. Agents, London.

Miller & Richard, Canadian Agents, Toronto, Ontario.

BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO Great Western Type Foundry, Kansas City, Missouri: Great Western Type Foundry, Omaha, Nebraska: Minnesota Type Foundry Co., St. Paul, Minnesota: St. Louis Printers Supply Co., St. Louis, Missouri: Southern Printers Supply Co., Washington, District Columbia: The Barnhart Type Foundry Co., Dallas, Texas: National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

## The Babcock Optimus The Babcock Optimus

The very best assurance buyers can have that satisfaction will follow the installation of a new machine is in the condition and performance of the old machines of that make.

We made the first Optimus presses many years ago when comparatively little was known by anyone of the two-revolution type, and when printing conditions were far from the exactions now prevailing. After more than twenty years these first Optimus presses are still in use, in some cases in big pressrooms satisfactorily competing on modern work with modern machines. Other two-revolutions of that early time are no longer made, while many born since have died.

The old Optimus must have been fundamentally sound and meritorious to still exist with vitality sufficient to as easily carry modern burdens as do those others that have been especially made to meet them.

others that have been especially made to meet them.

What the very old Optimus presses are, and what
they are doing, make us proud of them. Especially
satisfactory are later old machines with the ball and

socket bed motion, not one of which is out of register, while all show superiority in strength, distribution, speed and wear resistance, after many years of use. In the light of present knowledge we do not claim that these old machines are perfect; we do claim that they are an existing, tangible encouragement to everyone to buy Optimus presses now; for the fundamentally vital and exclusive features that have won Optimus success are those, made better, that have been used all these years under every printing condition. Time, the unprejudiced tester, has established their value for the favorable consideration of the present inquirer.

Look up the late Optimus presses! They are greatly better than these old machines that are so good. Improvements have been constant in both big and little things, especially in those that make for convenience, relieve the operator of labor, and expedite production.

It has never been possible to buy a press as fit for the hardest conditions and service as the Optimus, and this is equally true now.

## The Babcock Optimus

SET IN AUTHORS ROMAN

Micro-Ground. Coes "Micro-Ground. Coes" Micro-Ground.



#### To the Trade:

Miero-Ground. Cos Miero-Ground. Cos Miero-Ground. Cos Miero-Ground.

We beg to announce a NEW



which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list at no advance in price.

Following our established habit of raising quality to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

#### LORING COES & CO., Inc.

WORCESTER, MASSACHUSETTS.

Micro-Ground. 100 Micro-Ground. 100 Micro-Ground. 100 Micro-Ground. 100 Micro-Ground. 100 Micro-Ground. 100 Micro-Ground.

New York Office — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

#### COES RECORDS

	 -					
First to use Micrometer in Knife work .						1890
First to absolutely refuse to join the Trust						1893
First to use special steels for paper work						1894
First to use a special package						1901
First to print and sell by a "printed in figu						1904
First to make first-class Knives, any kind				1830	to	1905

COES is Always Best!

Micro-Ground, coes "Micro-Ground. coes" Micro-Ground.



## Woronoco Bond

"Ask the man who uses it"
(With acknowledgments to Packard)
Or, another way, just as convincing, refer to the WORONOCO
BOOKS, and see for yourself.
If you haven't the books, ask us.

WORONOCO PAPER COMPANY WORONOCO, MASS., U. S. A.

## New Model No. 3 Smyth

**Book-Sewing Machine** 



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing—will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

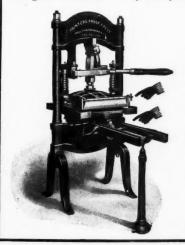
#### E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

Yes, but there are different degrees of proofs, as "rough proofs," "planer proofs," "press proofs," etc. The upto-date printer knows he can obtain the best proofs only on a "flat-impression" press, and that that press is the Shniedewend Printers' Proof Press, which never fails.

The new Rack and Pinion Bed Movement is a valuable feature of the Shniedewend Press. The Tympan-on-the-Platen Device is a great time-reducer on any hand press.





HE CUTTER with a positive shear cut, easy action, rigid, durable, that will last a lifetime, and require few repairs in that time, is the cheapest cutter to buy, and that cutter is the Reliance Lever Paper Cutter. Guaranteed as represented.

Write for Circulars, giving prices and sizes of these machines, direct to the manufacturers

Paul Shniedewend & Co. 627 W. Jackson Blvd., CHICAGO, U. S. A.

ALSO SOLD BY YOUR DEALER

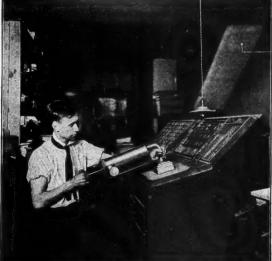
HE BEST HALF-TONE

Proofs are requisite to satisfy your customer that your work is O. K. The best always pays, is cheapest and most satisfactory.

The RELIANCE has earned its reputation of being the only recognized Photo-engravers' Proof Press because it fulfills its purpose - produces perfect proofs.

Also sold by Williams-Lloyd Machinery Co., Geo. Russell Reed Co., Toronto Type Foundry Co.





(Showing the simple method of operation.)

A number of prominent printers now using our Vacuo-Bellows testify that it is a money and time saving proposition, and a sanitary protection well worth double the investment.

Write us for complete particulars and prices.

Note descriptive article in the reading sections of this issue of THE INLAND PRINTER. Manufactured by

This Type-case Cleaner

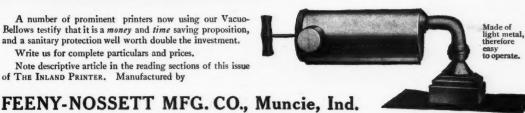
should be in the hands of every printer, and its purpose and price are worthy of your careful investigation.

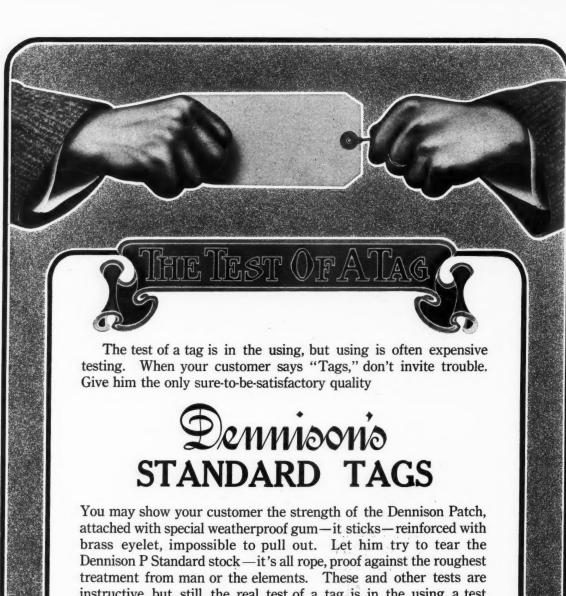
#### A Time and Health Saver for the Composing-room.

THE VACUO-BELLOWS TYPE-CASE CLEANER cleans your type cases without removing from racks or cabinets. Cleans quickly and removes dust without a particle arising in the air to endanger your health.

It is the acme of sanitary dust-removing devices, is simple in construction, easy to operate on type case or drawer; has no parts to break, and should not be confused with the complicated vacuum cleaners.

Printers' supply houses who have handled our Vacuo Bellows pronounce it the most perfect and indispensable type-case cleaner ever offered.





instructive, but, still, the real test of a tag is in the using, a test which Dennison's Standard Tag has stood for fifty years. Let the experience of other users save your customer needless and expensive testing.

Send for Dennison's Catalogue for Printers

Dennison Manufacturing Company

THE TAG MAKERS

BOSTON

**NEW YORK** 

**PHILADELPHIA** 

CHICAGO

ST. LOUIS



### Would not consider any other machines but

## Excelsior Printing Co. 65-71 Plymouth Place Chicago

Phone Harrison 315

December 24, 1909.

Seybold Machine Co.,

Chicago, Ill.

Gentlemen: -

We have been users of the Seybold machines of various makes for many years, having purchased one of your cutting machines as long ago as nineteen years.

We have in use several of your cutting machines, a duplex trimmer and a book compressor and are so well pleased that we would not consider any other machines.

We have always been enthusiastic advocates of your machinery, and particularly of your cutting machine, and are glad to give you this testimony.

Yours very truly,

EXCELSION PRINTING CO.



## Seybolds

Many large users of SEYBOLD MACHINERY are expressing themselves in the same emphatic manner.

Simply the result of prompt and efficient service.

In designing our Twentieth Century Cutting Machine we anticipated the demand for a High Speed, Easy and Safe Operating Cutter giving absolutely accurate results. Many special devices and facilities are provided for greatly increasing output.

Let us send Full Particulars and our Little Booklet, "TESTIMONY."

#### THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

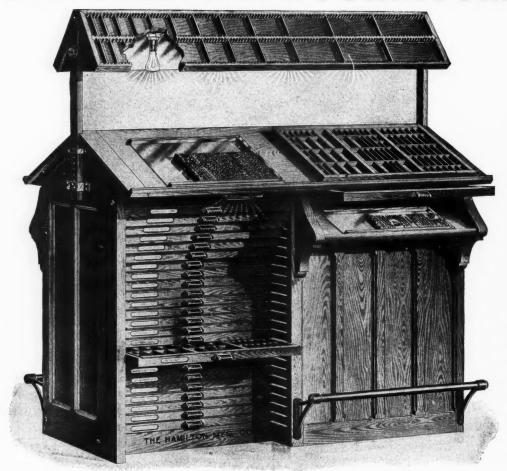
Embracing — Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

BRANCHES: New York, 70 Duane Street; Chicago, 310 Dearborn Street.

AGENCIES: J. H. Schroeter & Bro., Atlanta, Ga.; J. L. Morrison Co., Toronto, Ont.; Toronto Type Foundry Co., Ltd., Winnipeg, Man.; Keystone Type Foundry of California, 638 Mission St., San Francisco, Cal.; Venney Printers Supply Co., 150 S. Ervay St., Dallas, Tex.

## ton's COMPOSING-ROOM FURNITURE M M M M MODERNIZED M M M M



#### THE AD-MAN'S CABINET

No cabinet previously introduced has attracted such quick and wide attention as has occurred in connection with the Ad-Man's Cabinet. Already several large lots of these cabinets have been installed in leading printing offices in the United States, Canada, England and Australia.

The Ad-Man's Cabinet embodies all the good features of other cabinets, providing the low Job Case equipment with the supported Lead and Slug Bank which does not obscure the foreman's view. The two tiers of cases are reversed, one tier facing each side. It has a Working Top, Copy Drawers, Supplementary Galley Banks, Adjustable Lead and Stug Banks, Extension Front, Mortised Label Holders, Foot Rails and Electric Light equipment. No Iron Brackets are required. It is a master-piece of economical composing-room equipment, and will save 50 per cent of floor space and 25 per cent in composing-room labor in almost any office where installed.

#### SEND FOR COMPLETE DESCRIPTIVE CIRCULAR

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished. Our Booklet, "Composing-Room Economy," shows the actual plans of the composing-rooms in more than thirty representative printing establishments throughout the United States. If you are interested in this vital question, send for a copy and fill out the coupon attached. Let us show you what can be done with your office.

## City ......State.....

Have you a copy of "Composing-room Economy"? ......

#### THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS. Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.



GIVE us credit—and Yours

are moving to another city, into a big, new factory, under conditions promising much for the future—yet we refrain from preaching you the customary sermon about "increased-demands-necessitating-increased-facilities," and all the other stock commonplaces usually aired on such occasions.

Think Now of Your Own Best Move—the Acceptance of the 30-Day Free Earning Test of The Miller Saw-Trimmer

That is a forward step of far greater import to you—stronger in vital dollars-and-cents interest—than the fact that we are moving from Milwaukee on September first, into a bigger, better plant at Alma, Mich.

TRY OUT at our expense the only machine that saws-andtrims at a single operation—test out its earning capacity
in reducing cuts, slugs, rule, furniture to the exact point size
desired. Learn its economies in beveling, mitering, and
the like. Learn at first hand and of your own
knowledge, under your own conditions, what it
means to have every item of every form brought

instantly into perfect justification.

alma mich.

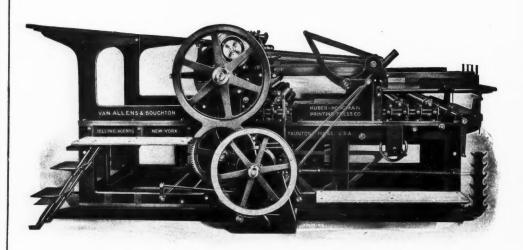
Patented April 9th, 1901, and May 18th, 1909. Other patents pending.

patents pending.
The Miller Saw-Trimmers are fully covered by U. S. and foreign patents and pending applications, controlled exclusively by the Miller Saw-Trimmer Co., who will vigously protect its rights therein.

Write us for terms of test—and don't forget we've moved.

Miller Saw-Trimmer Co.
Alma, Mich.

# THE HUBER-HODGMAN PRINTING PRESS



PRINT-SIDE-UP DELIVERY IN OPERATION

ARE you going to buy a new press soon? The Huber-Hodgman is built for the first-class trade. With our splendid equipment we are prepared to furnish you a high-grade machine at a cost not to exceed the cheaper build. Won't you give us an opportunity to show you the fine features in this press? The press will deliver the goods. It is the most rigid, lightest running, most durable and all-round satisfactory press built. Our new Pony is truly the press de luxe. No shoes or rack hangers; noiseless, four rollers, four tracks. The movement is unique. Powerful, durable and rigid, and with all the speed that can be used. Suitable for any class of work that can be done on any size press. If you will examine it you will be compelled to admit it is the best built. Let us have an interview. All we ask is a chance to show it.

#### VAN ALLENS & BOUGHTON

17 to 23 Rose St. and 135 William St., New York FACTORY-TAUNTON, MASS.

AGENT, ENGLAND, P. LAWRENCE PTG. MACHINERY CO., Ltd. 57 Shoe Lane, London, E. C.

WESTERN OFFICE, 277 Dearborn Street, H. W. THORNTON, Manager, Telephone, Harrison 801. CHICAGO

# DON'T BUY TYPE

MAKE IT

### Thompson Typecaster

casts -

Type

Quads

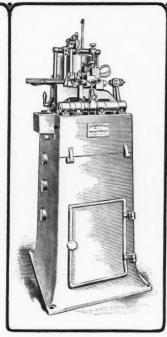
Spaces

Logotypes

Borders

In all sizes (5 to 48 point) from

Linotype Matrices
Compositype Matrices
Electrotype Matrices
(Our own make)



Thompson Typecaster

is used by-

Chicago Record-Herald Chicago Daily News Minneapolis Tribune New York Journal Peterson-Kimball Co. Henry O. Shepard Co. Sears, Roebuck Co. (2) W. B. Conkey Co. Cozzens & Beaton Typesetting Co. Peterson Linotype Co. Rogers Addresser Co. Neidich Process Co. Holdert & Co., Amsterdam British-India Press, Bombay (2) Methodist Pub. House, India Methodist Pub. House. China

#### We Guarantee the Machine and Its Product

Users of the Thompson Typecaster Save Enough Money in One Year to Pay for the Machine

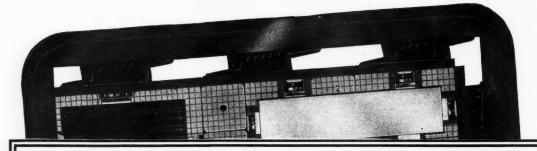
We Furnish Any Font of Matrices for Two Dollars

For literature, prices and terms address

#### THOMPSON TYPE MACHINE COMPANY

120-130 Sherman Street, Chicago

Eastern Representative: National Matrix Company, Baltimore, Md.



## Do You Want a Guess or a Certainty?

THE growing popularity of iron or steel bases for mounting printing plates has caused many new and untried systems to appear on the market. On the other hand, the remarkable efficiency and reliability of the long-used

#### **Expansion Plate-mounting System**

has been so fully and so frequently demonstrated that the leading printers everywhere give it first place in this field of endeavor.

Why not equip your plant with a system that has stood the test of time and made good? One whose high merit is daily winning new friends? With the EXPANSION SYSTEM EQUIPMENT, your make-ready time will be reduced one-half, the plates will be productive of better results and their life will be increased fully fifty per cent.

Surely you can not afford to overlook these facts. Write to-day for detailed information. Sent free to any employer or pressman on request.

The U. S. Court, at Chicago, has upheld our rights, under the Watkin's patent 788,567, for improvements in Printers' Register Hooks, and awarded us an injunction against those infringing it. Other manufacturers and the public will profit by taking due note of this important decision.

The Rex and Art Hooks are fully protected by patents No. 788,567 and No. 843,648 (other patents pending).



#### THE CHALLENGE MACHINERY CO.

Grand Haven, Mich., U.S.A.
Salesroom and Warehouse, 194-196 Fifth Avenue, CHICAGO





## OSWEGO MACHINE WORKS

THE OSWEGO RIVER

IN OSWEGO COUNTY

MAKES OSWEGO CUTTERS EXCLUSIVELY

AT OSWEGO IN

## NEW YORK STATE

BRANCH STORES

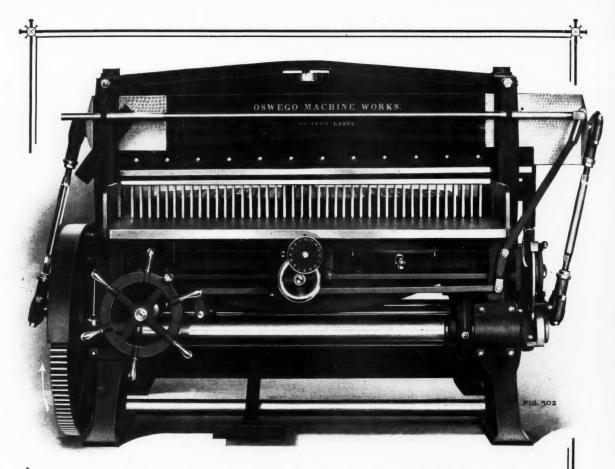
NEW YORK, 150 Nassau Street

CHICAGO, 241 Monadnock Block

It will be a pleasure to send you our NEW BOOK, No. 8, containing valuable suggestions derived from over a third of a century's experience making CUTTING MACHINES EXCLUSIVELY. Won't you give us that pleasure



(OVER)



#### NINE SUPERIORITIES

distinguish the Brown & Carver Automatic Clamp cutters. "At least three" superiorities are required on all Oswego-made cutters. The new double shear to the knife makes the Oswego cut smooth and light. The new long dwell of the clamp after the cut is made prevents rippling up the pile. Let us tell you about the two starting levers; the one-piece clamp; the instant pressure adjuster, and all the other excellences of these splendid Oswego machines



B. & C. AUTOMATIC CLAMP A Tripler of Production Eleven Sizes, 34 to 84 inch Three Styles for Each Size



OSWEGO BENCH With New, Easy-balanced Lever Two Sizes, 16 and 19 inch and 19 inch on Stand



OSWEGO LEVER Rigidly Constructed and Easily Worked. Four Sizes 23, 26, 30 and 32 inch



OSWEGO POWER Lively Running and Accurate. 27 Cuts a Minute High Speed. Three Styles 26, 30, 32, 33 and 36 inch

NINETY OSWEGO CUTTING MACHINES

Н M

# **MONITOR**

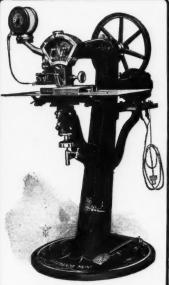
C H I N E

## **Machinery for the Complete Bindery**

WE HAVE THE ADVANTAGE OF 20 YEARS' EXPERIENCE



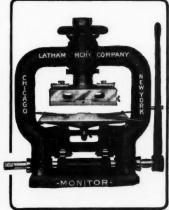
MONITOR Power Multiplex Punch with Motor Attached - Made in 4 Styles and Sizes



MONITOR Wire Stitcher-No. 1, Twen-



MONITOR Extra Heavy Power Perforator with Feed Gauge, Receiving Box and Motor—In 10 Styles and Sizes



MONITOR Bench Embosser-Made in

5,000

MONITOR STITCHERS

Thousands

OF OUR OTHER

MONITOR MACHINES

Used by our Customers in all parts of the World. ASK THEM.



MONITOR Paging and Numbering Ma-chine—Various Styles

We also manufacture Single Punching Machines, Bench Punches, Standing Presses, Job Backers

Latham Machinery Co. BOSTON, 220 Devonshire St.

CHICAGO, 306-312 Canal St.

## We Ask You-

Is it not worth while—to know where the best electrotypes the world has ever seen—are made?

To know where electros from the finest halftones—as sharp and deep as the cuts—are made?

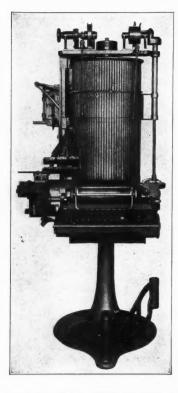
To know where to send forms for catalog pages with halftones—to get electros that will print as well as the type and cuts?

The evidence of a "Globetype" from a 400-line halftone (160,000 dots to the square inch) printed with the original for comparison, is yours for the asking.

407-427 Dearborn Street,

Chicago

We also make designs, drawings, halftones, zinc etchings, wood and wax engravings, but—we do no printing Our scale of prices is the most complete, comprehensive and consistent ever issued. With it on your desk in necessity for correspondence is practically eliminated. This adv. is printed from a "GLOBETYPE."



## **Used Simplex Machines** For Sale

Factory No. 1385 \$200

Factory No. 1395 \$200

10-pt. Adjustable 12-pt. Adjustable 10-pt. Adjustable Factory No. 1509 \$200

> These Simplex Typesetting Machines have been used, but are in good order.

They are practically the same kind of machines (except the shape of the base) that are now advertised as Unitypes.

> Note factory number and price of each. No type with these machines.

#### GUTENBERG MACHINE COMPANY

WILL S. MENAMIN, PRESIDENT AND GENERAL MANAGER

545-547-549 Wabash Avenue, CHICAGO, ILL.

## Juengst Patent No. 761,496 sustained and infringed. Injunction granted against Gullberg & Smith.

The United States Circuit Court of Appeals for the Second Circuit, in a recent decision, held Patent No. 761,496, covering the calipering or detector device for Signature Gathering Machines, valid and infringed. A permanent injunction has issued out of the Court, restraining Gullberg & Smith from further infringement.

Users of Gullberg & Smith Signature Gathering Machines are warned that the use of the Gullberg & Smith machines is an infringement of the Juengst Patent No. 761,496.

Owners of Gullberg & Smith Signature Gathering Machines are further warned that if they attempt to sell their machines they will commit an infringement of the Juengst Patent No. 761,496.

Notice is hereby given to users of the infringing Gullberg & Smith machines that injunction will be applied for restraining such users from further infringement of the Juengst Patent No. 761,496, unless they obtain a license from the patentee, Charles A. Juengst.

Address all communications to

GEO. JUENGST & SONS, CROTON FALLS, N. Y.

# INKEEZE

A RESULT PRODUCING SOFTENING SOLVENT

IF YOU HAVE COUGH, COLD, SORE THROAT, PAINS IN THE HEAD....OR ANYTHING LIKE THAT....IT IS OUT OF OUR LINE  $\longrightarrow$  BUT

IF YOU HAVE AN INK WHICH NEEDS...
SOFTENING OR REDUCING IT IS EASY.... INKEEZE WILL

REDUCE THE BODY....REMOVE THE TACK AND GIVE THE PRESSMAN COMPLETE CONTROL OF DRYING QUALITIES, ETC., OF ANY INK. ———— TRY IT....NOW!

Manufactured by

The Queen City Printing Ink Co.



CINCINNATI, . 1913-1935 South Street CHICAGO, . . . 345 Dearborn Street BOSTON, . . . 174 Pearl Street PHILADELPHIA, . 11th and Hamilton KANSAS CITY, . 6 and 8 West 14th Street MINNEAPOLIS, 316 Fifth Avenue, South

## **SPRAGUE ELECTRIC MOTORS**



The

#### MOTORS THAT MOST PRINTERS USE

They Reduce Power Expense. They are non-sparking, compact, safe, reliable, economical and adapted to drive all classes of machines with precision.

#### ASK US

for a copy of Bulletin **No. 22919** which shows many different applications of these motors, and may contain some suggestions for you.

#### SPRAGUE ELECTRIC COMPANY

527-531 West Thirty-fourth St., CITY OF NEW YORK

BRANCH OFFICES IN PRINCIPAL CITIES



See that this label is on each ream.

One of the latest additions to our list of watermarked "CARAVEL" QUALITIES is our

### Nº 585 TITANIC

and it has already made its mark. You will profit by

examining this quality.

It is a good Bond Paper at a price that will enable you to do big business.

We supply it in case lots of 500 lb. in stock sizes,

weights and colors. Special sizes and weights in quantities of not less than 1,000 lb.

Write to us for sample book, stating your requirements.

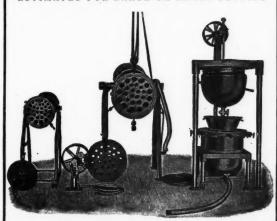
#### PARSONS TRADING COMPANY

20 Vesey Street . NEW YORK
London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F.,
Buenos Aires, Bombay, Cape Town.
Cable Address for all Offices—"Partracom."

Full Equipments of the Latest and Most Improved

## MACHINERY FURNISHED

ESTIMATES FOR LARGE OR SMALL



A MODERN OUTFIT FOR LARGE PRINTERS

#### JAMES ROWE

241-247 South Jefferson St., CHICAGO, ILL.

LINOTYPE & MACHINERY COMPANY, Ltd., European Agents, 189 FLEET STREET, LONDON, ENGLAND

## A Profit Without an Investment



suppose you write us for particulars regarding our Local Agency proposition of

#### Die Embossing and Copper Plate **Engraving for Printers**

Steel-Die Embossing is the one acknowledged artistic form of correct private or commercial stationery.

You can provide for that demand among your customers who exact high-class work by adopting our system. We supply the Local Printer with full line of samples, how to take orders, etc.

**Boston** 



## ire Stitcher

for the Fall Trade

In rejuvenating your wire stitcher department, for the fall trade, do not overlook the "Boston," the best-of-all wire stitchers.

Boston Stitchers will save operating expenses, improve the quality of stitching, increase output, and, in general, prove a panacea for all bindery ailments.

Write us!

American Type Founders Commany

General Selling Agent

DON'T leave for your Vacation until you have put in a good supply of

# Jaenecke's Printing Inks

They will save you worry and your pleasure will not be marred by Ink troubles.

THE JAENECKE PRINTING INK CO. NEWARK, N. J.

**NEW YORK** 

**CHICAGO** 

PHILADELPHIA

ST. LOUIS

DETROIT



## **SULTAN COVER**

FOR YOUR CATALOGUE



IN SULTAN COVER you will find the ideal covering for your catalogue. There are twelve rich colors from which to make a selection. The fabric is firm, tough and durable so that it will both protect and preserve the enclosed text pages.

WRITE ON YOUR BUSINESS STATIONERY REQUESTING BOOK OF SULTAN COVERS.

NIAGARA PAPER MILLS LOCKPORT, N. Y.

Nothing to make any one peevish about this Typecaster

## The Nuernberger-Rettig

Its Simplicity, Versatility, Practicability is making its installation noticeable among the leading establishments of quality printing

## It Has No Equal

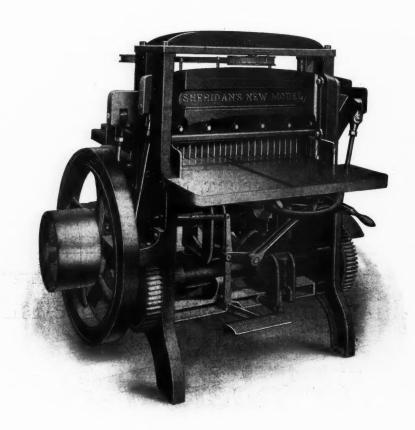
TYPE, SPACES, QUADS, LEADS, SLUGS, LOGOS, QUOTATION QUADS, BORDERS CAST EQUAL TO ANY FOUNDRY

UNIVERSAL AUTOMATIC TYPE-CASTING MACHINE COMPANY 321-323 North Sheldon Street, CHICAGO

MERGENTHALER LINOTYPE COMPANY, SELLING AGENTS

## Sheridan's New Model

Automatic Clamp—Improved—Up to Date



Write for Particulars, Prices and Terms

## T.W. & C.B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a complete line of Printers' and Bookbinders' Machinery

NEW YORK . . . 56 Duane Street CHICAGO . . . 149 Franklin Street LONDON . . 65-69 Mount Pleasant

## THE PEERLESS JOB PRESS



is fully shown and described in our new 16-page catalogue which may be obtained from any of the principal dealers. As a sample of fine catalogue work, it is like the Peerless Press—Pre-eminent. The cover is particularly striking and effective.

PEERLESS PRINTING PRESS CO., 70 Jackson Street, PALMYRA, N.Y., U.S. A.

## Here's a Chance to Improve

It is related that the Children of Israel could not make bricks without straw. It is as difficult to produce effective printing at a profit without modern facilities. Our part is to furnish the proper facilities; then it's up to you.

The most highly developed type of modern Job Printing Press for quantity and quality unparalleled. We guarantee construction and results. Sizes  $8\times12$  to  $15\times21$  in.

construction and results. Sizes \$ x 12 to 15 x 21 m.

A small press for small work. Easy running. Strong.
Fast. Low price. Big producer. Sizes 5 x 8 to 9 x 14 in.
Prints and Embosses or Stamps. Impressional strength
120,000 lbs. Electric or Steam Hot Bed. Size 9 x 13 in.
Strong. Simple. Easy to operate. Beautiful in design.
Sizes 4 x 6 to 8 x 12 in.

Hand Wheel, Lever, Power and Auto-Clamp. Strong, Fast, Convenient, Accurate. Sizes 25, 30 and 36 in. Compact, Beautiful, Strong, Simple, Handy. Low price. Sizes 12 and 10 in.

Compact, Beautiful, Strong, Simple, Handy. Low price. Sizes 13 and 19 in.

Back and Front Gage. Balanced Handle. Cuts any length. Sizes 8, 12, 24 and 36 in.

Little Giant, Standard Pica and Nonpareil Gages. Saves Stock, Time and Labor. Most desirable tool made. Miterers, Shapers and Curvers. Indispensable to Particular Printers.

Standard Set, with time-saving features. Most Printers prefer the Golding make.

For Tableting, Blocking and Bundling. Every Printer

For Tableting, Blocking and Bundling. Every Printer should have one.

Steel Cane with Safety Valve. Strongest safest and most

Steel Cans with Safety Valve. Strongest, safest and most convenient. Saves 10 per cent on your insurance. Molds. Hand Rollers. Proof Presses. Roller Bearers. Punches. Counters. Chases. Countershafts and Ink

#### GOLDING MACHINES and TOOLS

combine the perfection of forty years' experience in the manufacture of Printing and Cutting Machinery, and have a world-wide reputation.

For Sale by ALL
Printers' Supply Dealers



# The Trade-Mark of Quality in

## INKS

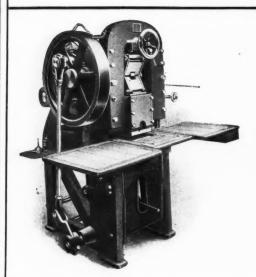
## Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

=DEPOTS=

415 Dearborn Street, . . . CHICAGO, ILL. 1509 Jackson Street, . . . . OMAHA, NEB. 400 Broadway, . . . KANSAS CITY, MO. 222 North Second Street, . NASHVILLE, TENN. 535 Magazine Street, NEW ORLEANS, LA.

## The Carver Automatic Die Press



S unexcelled for quantity or quality of production, economy of operation, adaptability for variety of work, and longevity of service. Will stamp in the center of 18 x 20 inch sheet. A hair-line register is guaranteed. From 30 to 60 lbs. wiping paper practical for such purpose is used. The simplicity of our ink mixing and grinding fountain makes it the easiest and quickest for cleaning and changing colors. The rollers run at different speeds, giving a grinding or scraping action.

NOTICE.—This feature is protected by patents.

We make the following sizes:  $4\frac{1}{2} \times 9$ ,  $3\frac{1}{2} \times 8$ ,  $2\frac{1}{2} \times 8$ ,  $2\frac{1}{2} \times 4$  inches.

C. R. Carver Company

N. W. Cor. Twentieth and Clearfield Streets PHILADELPHIA, PA.

CANADIAN AGENTS:
MILLER & RICHARD, Toronto and Winnipeg.

EXPORT AGENT, EXCEPT CANADA:
PARSONS TRADING CO., Sydney, Mexico City and New York.

THE

## Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

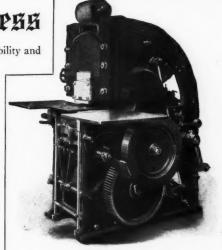
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

#### THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes...... 6 x I 0, 5 x 9, 4 x 8, 3 x 5, 2 x 4 inch.



Size 6 x 10 inch.

Auto Falcon & Maite Die Press Co., Ltd. Offices and Showrooms

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent S. P. PALMER, 346 Broadway, New York FACTORY DOVER, N. H. Pacific Coast Selling Agents GEO. RICE & SONS, Los Angeles, Cal.

## **BRONZING MACHINES**

FOR LITHOGRAPHERS AND PRINTERS

GUARANTEED IN EVERY RESPECT

OTHER specialties manufactured and imported by us:

Reducing Machines,

Stone-grinding Machines

Ruling Machines, Parks' Renowned

Litho. Hand Presses, Steel Rules and

Straight-edges, Lithographic Inks,

Lithographic Stones and Supplies.

¶ Sole Agents for the United States and Canada for the genuine Columbia Transfer Papers — none genuine without the water-mark on every sheet. Bronze
Powders

Patented April 5, 1904

Patented May 30, 1905
Patented April 7, 1906
Other patents pending.

We do Repairing

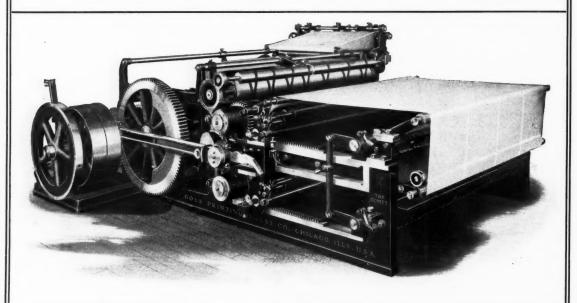
MANUFACTURED BY

ROBERT MAYER & CO

19 EAST 21ST STREET, NEW YORK Factory—Hoboken, N.J. San Francisco Chicago Office—Monon Bldg., 324 Dearborn St. Halley's Comet Has Come and Gone. But the GOSS "COMET" Press Has Come to Stay

## THE GOSS "COMET"

FLAT BED WEB PERFECTING PRESS will Print, Paste and Fold Four, Six or Eight Pages of a Six or Seven Column Standard Size Newspaper



The "Comet" is *positively* the most economical web perfecting press on the market, equipped with double pinion drive, angle bar and former folder, which is practically tapeless and rotary.

The "Comet" requires but half as many composition rollers and inking fountains, yet insures more ink distribution and better register of print than any other web press of the traveling cylinder class.

All composition rollers are interchangeable, the inking fountains of the thumb-screw pattern, while the web tension is automatically governed.

The "Comet" will take up floor space 12 x 13 feet, stands 4 feet 8 inches high, weight 16,000 pounds, while a 5-horse-power motor will be ample to operate the machine.

The "Comet" will cost no more to operate than a two-revolution or drum cylinder press with folder attached. It will reduce the labor in the pressroom one-half, permit of a greatly increased circulation without increased labor, allow all forms to go to press at one time, make it easy to catch mails and please the advertisers and subscribers by giving the latest news and early delivery.

For Prices and Terms Write

#### THE GOSS PRINTING PRESS COMPANY

NEW YORK OFFICE - 1 Madison Ave., Metropolitan Life Bldg. LONDON OFFICE - 92 Fleet St. - - - - London, E. C.

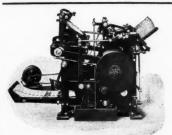
16th St. and Ashland Ave., Chicago, Ill.

## THE EXPRESS FALCON PLATEN PRESS

AUTOMATIC DELIVERY GRIPPER FRED

This press is the fastest and most economical that has yet been produced for printing Envelopes, Letter-heads, Circulars, Cards, Blotters, etc. It is made ready more easily and quickly than the ordinary "Gordon" and is equally valuable on short and long runs.

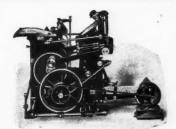
Speed (with Automatic Envelope Feed Attachment and Automatic Delivery) 4,500 Envelopes per hour; Hand Feed (with Automatic Delivery), 3,000 to 4,000 per hour.



#### SOME OF THE USERS

Ashby Printing Co., Erie, Pa. Samuel Cupples Envelope Co., New York. Corlies-Macy Co., New York.
Samuel Cupples Envelope Co., Chicago.
C. M. Henry Printing Co., Greens-

burg, Pa.
Thomas D. Murphy Co., Red Oak, Ia.
American Colortype Co., New York.
Hesse Envelope Co., St. Louis. Hesse Envelope Co. of Dallas, Dallas,



#### BROWN & BIGELOW Calendar Makers

R. T. Sinclair, Manager, Auto Falcon & Waite Die Press Co., Chicago, Ill.:

R. T. Sinclair, Manager, Auto Falcon & Waite Die Press Co., Chicago, Ill.:

Express which we bought of you some little time ago, we beg to say that it is doing all that you represented for it and is extremely satisfactory to us, which may best be attested to from the fact that we are sending you under separate cover to-day an order for a second press.

Yours very trule.

Yours very truly,

BROWN & BIGELOW,

J. E. BAILEY, Director of Manufacturing.

WILBERT GARRISON CO.

Steel Engravers and Lithographers

NEW YORK, October 20, 1908.

American Falcon Printing Press Co., 346 Broadway, New York:
GENTLEMEN,—In reply to your inquiry, the Express Falcon
Platen Press, with automatic envelope feed and delivery, that
you installed in our plant fifteen months ago, is doing all you
claimed for it and is giving us entire satisfaction.

It is very simple to handle and can be changed to handfeed and automatic delivery in a few minutes, and is being
hand-feed in our establishment at a speed exceeding 3,000 per
hour. We have not spent \$1 in repairs on it since its installation.

lation.

It is a general job press for small forms, which need never stand idle in a busy office.

Yours very truly,

WILBERT GARRISON Co.

COLLIER'S
The National Weekly
New York, N. Y., October 8, 1908.
American Falcon Printing Press Co., 346 Broadway, New York

American Falcon Printing Fress Co., 340 Brounday, ...

City:
Gentlemen,—We have had your Express Falcon Press in our place now about six months and so far it has been entirely satisfactory to us. We are running envelopes from 3,500 to 5,000 per hour on it and getting very satisfactory results, and also find that it can be hand-fed at least 3,000 per hour. The press is particularly adaptable to this sort of work, as it has all the advantages of high speed, and forms may still be changed on it as quickly as on an ordinary job press. So far, we are very much pleased with its work.

Yours truly,

Assistant Superintendent.

#### THE GERLACH-BARKLOW CO, Art Calendars

Mr. R. T. Sinclair, Manager, Auto Falcon & Waite Die Press
Co., Chicago, Ill.:
DEAR SIR.—We are pleased to report that the Falcon Express Press which we purchased from you several weeks ago has proven to be all that you claim for it. It is unquestionably a great time-saver, and work turned out is in every way satisfactory.

Vouse very tark

Yours very truly,
THE GERLACH-BARKLOW Co.,
T. C. DAVIS.

SAMUEL CUPPLES ENVELOPE CO.

All Styles and Grades of Envelopes

St. Louis, July 15, 1910.

Thicago, Ill.:

Dear Sirs,—Replying to your favor of the 13th inst., we prefer, as a rule, not to give testimonial letters, but we are so well pleased with the two Express Falcon Presses you put in our St. Louis factory that we will in this instance vary from our usual custom.

The presses do everything you claim for them, and we are very much pleased with the work.

Very truly yours,

SAMUEL CUPPLES ENVELOPE Co.,

C. R. SCUDDER, Vice-President.

#### NATIONAL HOTEL REGISTER CO. Hotel Registers and Hotel Stationery

R. T. Sinclair, Manager, Auto Falcon & Waite Die Press Co., Ltd., Chicago, Ill.:

DEAR SIR,—It is a pleasure for us to inform you that the Express Falcon press, bought from you last October, has fulfilled every claim you made for it. The results we have secured, both as to speed and character of printing, have been satisfactory in every way. Our only regret is that we did not buy the press long ago.

Yours truly,
NATIONAL HOTEL REGISTER COMPANY,
W. M. CLEWELL, Secretary.

Further Particulars Upon Application to

#### AUTO FALCON & WAITE DIE PRESS COMPANY, LTD.

(Successor to American Falcon Printing Press Co.)

Office and Showrooms: Rand-McNally Building, 160 Adams Street, Chicago.

Eastern Selling Agent, S. P. PALMER, 346 Broadway, New York City.

Factory, DOVER, N. H.



# Acme New Process of Electrotyping

is worthy of your investigation

It does not injure the original half-tone. The costliest equipment in use and the best materials handled by electrotypers of unusual skill, enter into the making of *every electrotype* and nickeltype sent out from our foundry.

Our process is our own. We pay no royalties, therefore we are not compelled to charge more for our products.

Acme Electrotype Company 341 Dearborn Street, Chicago

O'INDROVED CHANGED.

THE MPROVED

29-33 Prospect Street

(HAMPION

PAGING & NUMBERING

"HOOLE"
Paging
and
Numbering
Machine

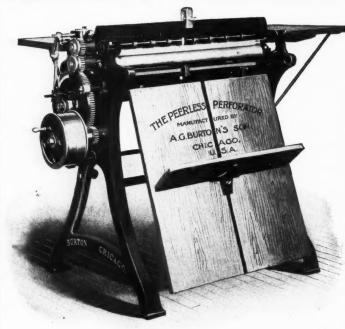
111 Washington Street

End Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.

**HOOLE MACHINE &** 

BROOKLYN, N. Y. =

## IMITATION FALLS SHORT OF THE GENUINE



FOR years the PEERLESS . R-FORATOR has stood as a model for imitators. It has withstood all tests, and is still recognized by the posted buyer—the buyer who would look to service and future, as the one dependable Perforator. Its rapid, perfect work, clean and thorough perforation and its wide range in thickness of stock, supplies the printer with all that can be desired.

#### SELLING AGENTS

Manufactured by

A. G. BURTON'S SON
118 to 124 South Clinton Street
CHICAGO, ILL., U. S. A.

E. C. FULLER CO., 28 Reade St., NEW YORK Sole Eastern Agents THE J. L. MORRISON CO., Sole Agents for Canada JOHN DICKINSON & CO., Agents for South Africa and India

# Reliable Printers' Rollers

Sam'l Bingham's Son Mfg. Co.

**CHICAGO** 

316-318 South Canal Street

**PITTSBURG** 

First Avenue and Ross Street

ST. LOUIS
514-516 Clark Avenue

KANSAS CITY
706 Baltimore Avenue

ATLANTA

52-54 So. Forsyth Street

INDIANAPOLIS

151-153 Kentucky Avenue

DALLAS

MILWAUKEE

MINNEAPOLIS

719-721 Fourth St., So.

DES MOINES



#### On all your LINEN, BOND and LEDGER ENVELOPES

## Bondology

Let's do a little headwork. That's the way to make money. Say, for example, you have an order that calls for a Bond, Linen or Ledger Paper costing you 10 cents a pound. How much do you pay for the Envelopes supposed to match that paper?

#### ODD SIZES

How many times have you turned down good orders for odd sizes of Envelopes because they were not carried in stock by the jobber and your customer could not wait for you to get them made through the regu-

lar channels?
We are prepared to take care of this class of business, and can make shipments so promptly that you will be well pleased.

#### Talk Something NEW

By so doing your customers will "sit up and take more notice."
Our 7% two-fold envelope is new and commands a higher price than the ordinary envelope. By our plan you can buy this envelope at a lower price than the ordinary envelope and still get a higher price for your product.

Ask Us for Samples

### This is no Joke or Hot Air

We are independent of any combination, and are not identified with any Jobber

This is what your Envelopes will cost according to our plan, and you will be assured a perfect match, as Envelopes and Stationery will be cut from identically the same paper. In fact, you can print Envelopes and Stationery at one impression, thus securing a perfect match in ink and presswork as well as in paper, at the same time reducing the cost of your presswork. Cut off the envelope portion of the sheet and send to us and we will make up into our famous "Sure Stick" Envelopes. You know what it means to have Envelopes made from Bond, Linen and Ledger Papers stick every time.

#### Now about the Saving in the Price:

Say, for example, you have an order for 10,000 XXX 6% Envelopes. We get eleven 6% Envelopes out of a sheet 22 x 34. For the 10,000 Envelopes it will take 915 sheets of 22 x 34 - 40 paper. These 915 sheets, at 10 cents a pound, will cost you \$7.32, or about 74 cents per thousand.

Reference to our Catalog will show you our price for making to be Forty Cents (40c.) a Thousand in 10,000 lots for Sure Stick, perfectly made Envelopes, and by our plan you are assured a perfect match in stock, ink and presswork. Now do a little figuring in your own interest -

Compare this with prices you have been paying and then send your orders to The Factory that Protects the Local Printer.

These same conditions apply in case you desire to purchase any grade of paper from the mill or jobber, and send to us to be made up into our famous "Sure Stick" Envelopes, except that the price for making from unprinted stock is 5 cents per thousand less, making the net cost to you on the 10-cent grade for envelopes made from unprinted stock, \$1.09 per thousand.

An equal saving is made on the cheaper grades of paper, while a greater saving is made on the larger sizes as well as the higher grades of paper. A still further saving is made in larger quantities.

#### No matter what your Envelope problems are, let us help you in solving them



#### GET ON THE INSIDE

Fill out and mail this coupon, or send us your business card, and we will send you some samples of trade-winners, and put your name on our list to receive "Everything New in the Envelope Line."

Firm Name ..

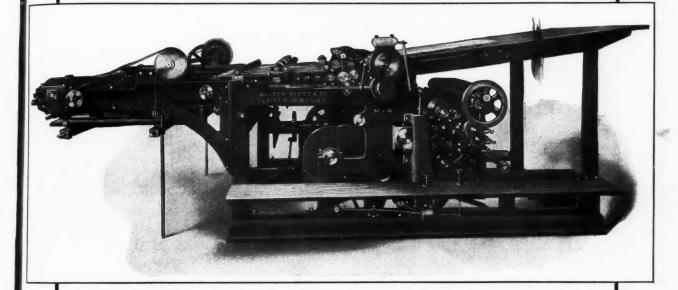
Post Office ...

Street No ....

WESTERN STATES ENVELOPE CO., 311-313 East Water St., MILWAUKEE, WIS.

# Everybody is Talking about the "Scott Flyer"

The Popular Sheet-Feed Rotary



The "Scott Flyer" shown above is as cheaply operated as a regular Two-Revolution Four-Roller Press, will do fine half-tone, catalog and color printing, and runs at a speed of

## 3,000 per Hour!

This machine has been carefully developed during the past six years, and has a number of valuable patented features not obtainable on any other make of press.

Increase your profits by using a "Scott Flyer."

FOR DETAILED INFORMATION, PRICES AND OTHER PARTICULARS, ADDRESS

#### WALTER SCOTT & COMPANY

DAVID J. SCOTT, General Manager

Main Office and Factory: PLAINFIELD, NEW JERSEY, U.S.A.

NEW YORK, 41 Park Row

CHICAGO, Monadnock Block

Largest Manufacturers of BOXBOARD in the World



ASK FOR SAMPLES-

Wabash Brand Clay Coated Board "Wabacoat"

## United Boxboard Company

General Offices, Fifth Ave. and 23d St., NEW YORK

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS

OF EVERY DESCRIPTION

ALSO

THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD, ICE-CREAM AND OYSTER-PAIL BOARDS LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

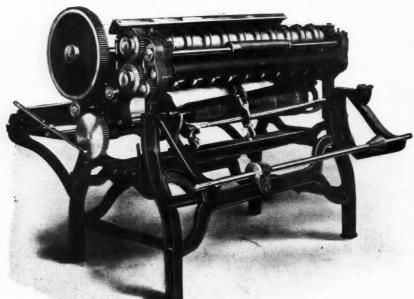
#### SALES OFFICES AND WAREHOUSES

Boston Strawboard Co. - - 9 to 15 Federal Court, Boston, Mass.
Manhattan Strawboard Co. - 141 Wooster St., New York City
Manufacturers Strawboard Co., - 149 Michigan St., Chicago, Ill.

ederal Court, Boston, Mass.

yooster St., New York City
Michigan St., Chicago, Ill.
UNITED BOXBOARD Co., 127 N. Fourth St., Chicumati, Ohio
St., Louis Boxboard Co., 32 N. St. Paul St., Rochester, N. Y.

### KEYSTONE SHEET CUTTER



#### Geared Automatic Feed

Gears built right into machine. Can not get lost or mislaid.

#### Instantaneous Lever Adjustment

Saves time hunting up and changing gears.

#### **Expansion Feed Roll**

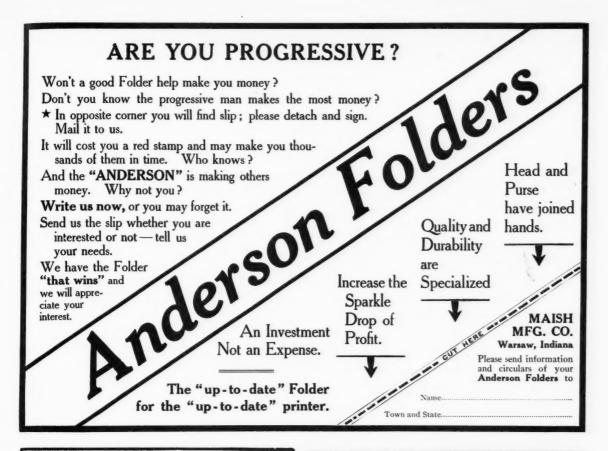
Permits cutting any intermediate size.

#### Has Sheet-squaring Attachment

#### Furnished with Rotary Attachment

for slitting and cross-cutting single-faced corrugated board.

CHARLES BECK COMPANY, Philadelphia, Pa.



Inks that are used in every country where printing is done.

Kast & Ehinger

Germany

Manufacturing Agents for the United States, Canada, Cuba, Mexico

### Charles Hellmuth

Printing and Lithographic

The World's Standard Three and Four Color Process Inks

l r ks

Gold Ink worthy of the name INKS

DRY COLORS, VARNISHES

SPECIAL OFF-SET INKS

New York 154-6-8 W. 18th Street Hellmuth Building

Chicago 355-7-9 S. Clark Street Poole Bros. Building Originators of Solvine

Bi-Tones that work clean to the last sheet

### If You Are Ambitious

to produce high-grade catalogue, booklet, or directory covers—that character of product which characterizes your output with distinctiveness and satisfaction to your customer—our attractive line of



#### Cordova Super Cover

stock will interest the printer, both in quality, price, and the various colors, weights, sizes, etc.

You should have on your desk for constant reference our handsome and complete coverstock samples. Your request will bring you this book by return mail.

Detroit Sulphite Pulp & Paper Co.

Makers of Papers of Strength

DETROIT, MICH

## Toronto Type Foundry Co.

#### TORONTO, CANADA

THE LARGEST AND BEST EQUIPPED PRINTERS' SUPPLY HOUSE IN CANADA

#### WE ARE GENERAL AGENTS IN CANADA FOR

The American Type Founders Company (keep a full stock of American Type Founders Company's Type at all our Branches).

The Miehle Printing Press & Manufacturing Company.

The Brown & Carver Paper Cutting Machine Company.

The Cranston Drum Cylinder Presses.

The Chandler & Price Company of Cleveland.

The John Thomson Press Company.

The Waite Offset Printing Presses.

The Hamilton Manufacturing Company.

The Rosback Bookbinders' Machinery.

The Brehmer Wire Stitchers and Box-Making Machinery.

The Miller Saw Trimmer Company.

The Mentges Folding Machine Company.

The Waite Die Presses.

The Falcon Printing Presses.

The Imperial Ruling Machines.

The Southworth Punching Machines.

The John Royle & Sons Photo-Engraving Machinery.

The Shniedewend Photo-Engraving Proof Presses.

The P. D. Roller Washing Machines.

#### A FULL LINE OF THE ABOVE MACHINERY ALWAYS IN STOCK

We supply Ready Prints and Plate Matter from our Branches in Winnipeg, Regina and Calgary

We are Dealers in all kinds of Boxmakers' Machinery and Bag-printing Presses and Lithographers' Machines and Supplies.

We make a specialty of supplying and rebuilding Secondhand Printing Presses. Our Repair Shops are the largest and best on the Continent.

Send your inquiries and orders to nearest Branch.

Head Office: 70-72 York Street, TORONTO

MONTREAL: 345-347 Craig Street, West **REGINA: Dewdney Street** 

WINNIPEG: 175 McDermott Avenue, East

CALGARY: Seventh Avenue

We are prepared to execute orders for Export of all kinds of machinery on a buying commission.

#### TORONTO TYPE FOUNDRY CO.

(LIMITED)

## COTTRELL TWO-REVOLUTION PRESS



F you wish to see a handsome sample of color printing, get a copy of Everybody's Magazine for August, and turn particularly to the eight pages from 193 to 200, inclusive. This colored insert and the colored covers were printed

on Cottrell Two-Revolution Presses, not any of which are less than twelve years old.

You will note that the distribution, the register, the impression and the printing qualities are all that could be desired. At the same time, kindly consider that this is not a mere run of a few thousands. The run was several hundreds of thousands, and yet you will not see any difference in the quality of the result, no matter whether the copy you see was printed early in the run or near the end of the run. The whole run was printed from one set of plates without any appreciable wear or any lowering of quality as the end of the run approached.

You will agree with us that this is a remarkable exhibition of the peculiar qualities of the Cottrell Two-Revolution Press—qualities which make it superior to any other press, not only when new but after years of hard running.

Drop us a line and we will send you a copy of Everybody's Magazine with a description of our presses.

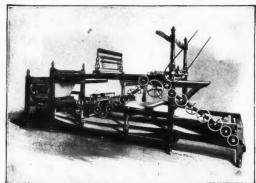
#### C. B. COTTRELL & SONS CO.

WORKS: WESTERLY, R. I.

**NEW YORK** 

**CHICAGO** 

SELLING AGENTS: = KEYSTONE TYPE FOUNDRY, Philadelphia, New York, Atlanta, Detroit, Chicago, San Francisco



Style "C"- Double-deck Ruling Machine.

# HICKOK Paper-Ruling Machines Ruling Pens Bookbinders' Machinery

The W. O. HICKOK MFG. CO. HARRISBURG, PA., U. S. A.

ESTABLISHED 1844

INCORPORATED 1886

## To Effectively Reach and Interest the Public Eye!

means use the best and most attractive methods. The printer can help himself and his clients with persuasive advertising schemes through the use of our high-grade blotting papers,

SPECIALLY MANUFACTURED FOR THE ELECT.

and Plate Finish WORLD, HOLLYWOOD and RELIANCE. Our DIRECTOIRE BLOTTING is a novelty of exquisite patterns.

#### ALBEMARLE HALF-TONE BLOTTING

a brand-new creation, having surface that will yield to half-tone or color process printing and lithographing with a superb effect. Made in white and five colors.

Samples of our entire line will be mailed upon request.

## THE ALBEMARLE PAPER MANUFACTURING CO.

Makers of Blotting ... RICHMOND, VIRGINIA

EDWARDS, DUNLOP & Co., Ltd. . . . . . . Sydney and Brisbane Sole Agents for Australia.

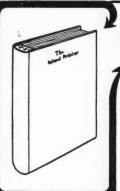
# Dinse, Page & Company

## Electrotypes Nickeltypes

Stereotypes

429-437 LA SALLE ST. CHICAGO, ILLINOIS

TELEPHONE, HARRISON 7185



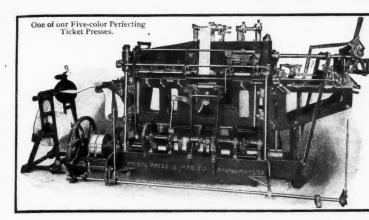
## Bind your Inland Printers at Home with an ARNOLD SECURITY BINDER Artistic :: Simple :: Durable

NO TOOLS, PUNCHING OR STITCHING—YOUR HANDS THE ONLY TOOLS

THE "ARNOLD SECURITY BINDER" is the modern method of keeping your magazines together and in good condition. It has the finished appearance of a bound book and is the ideal magazine cabinet, keeping the magazines fresh and in consecutive order. It can be used as a permanent binding or emptied and refilled as the magazines become out of date. A magazine can be inserted or removed at any time without disturbing the others.

Binder for One Volume, six issues, \$1.00 Two Binders, covering full year, \$1.80

Address, THE INLAND PRINTER . . . . . . . 120-130 Sherman Street, CHICAGO



## AUTOMATIC PRESSES BED, PLATEN OR ROTARY

for producing finished products in one operation

WE ALSO MANUFACTURE =

SLITTERS—For All Classes of Roll Products
TOILET ROLL PAPER MACHINERY—Hard or Soft Rolls
SPECIAL PRESSES—Designed and Built to Order

MEISEL PRESS & MFG. CO.

PROTORY
PROTO

#### THE THINGS WE DO



For Letterheads, Catalogs, Covers, Magazines or, "Ad". Designs. + + + +

#### MECHANICAL DRAWINGS FROM BLUE PRINTS OR PENCIL SKETCHES. BIRDS-EYE VIEWS. SET RETOUCHING PHOTOGRAPHS.

TALF-TONES, ZINC ETCHINGS,
COLOR WORK OF EVERY
DESCRIPTION, IN TWO, THREE
OR MORE COLORS, WOOD
ENGRAVING, WAX ENGRAVING,
ELECTROTYPING, STEREOTYPING,
NICKELTYPING STEREOTYPING,
COMMERCIAL PHOTOGRAPHING,
THE THE THE THE THE

## JUERGENS BROS. CO.

167 ADAMS STREET, CHICAGO.

"Imitation is the Sincerest Flattery"

FOR OVER TWENTY-FIVE YEARS OUR

## \$1.00 Insurance Policy Ink

Has stood at the head of all Job Inks for printing on hard-surface papers, drying quickly with a gloss, and not offsetting. Other houses have tried unsuccessfully to imitate it, but our process of making this Ink makes it unqualifiedly the *Finest Grade of Job Ink* on the market.

On receipt of one dollar we will forward by express prepaid one pound to any part of the United States or Canada.

#### FRED'K H. LEVEY CO.

FRED'K H. LEVEY, President CHAS. E. NEWTON, Vice-President CHAS. BISPHAM LEVEY, Treasurer
WM. S. BATE, Secretary

Manufacturers of bigh Brade Printing Inks

NEW YORK, 59 Beekman St. SAN FRANCISCO, 653 Battery St. CHICAGO, 357 Dearborn St. SEATTLE, 411 Occidental Ave.



## Pressmen!

Here is the Overlay Knife you have been waiting for.

A handle with a reversible blade-holder. When not in use, blade is slipped into the handle. Can be carried in the vest pocket. Blades finely tempered. When worn down, throw away and insert a new one.

Price, postpaid, with one extra blade, only 35 cents; extra blades, postpaid, 5 cents.

1729 Tribune Building NEW YORK

THE INLAND PRINTER COMPANY

120-130 Sherman Street CHICAGO

Swan Coated Book
Paper

is a high-grade coated book product made to meet the demands of the most discriminating users—therefore, Swan Coated Book is announced to the printing trade as the "last word" in coated book paper perfection.

A Perfectly Coated Sheet of Paper

—and every sheet throughout the ream uniform, is a message to the printer worth considering. The surface is perfect and the color absolutely true. Our handsome SWAN Catalogue, mailed upon your request, exemplifies its printing qualities in process color printing, black and white half-tone work, and is a practical demonstration of four-color work as well as many other difficult printing problems.

¶ This paper is manufactured and carried in standard sizes and weights and can be secured promptly. Liberal sample sheets for your inspection and trial will be cheerfully supplied.

West Virginia Pulp & Paper Company

[Incomparated]

General Offices: Marquette Building, Chicago.

Mills at Tyrone, Pa.; Piedmant W. Va.; Lours Mel. Durk, W. Va.; Conington, Va.; Durcan Mills, Mechanicrolle, N. V.; Williamburg, Pa.

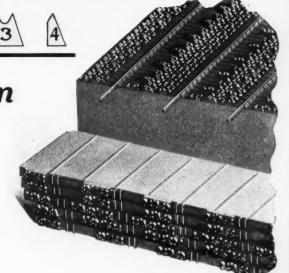
Culto Address: "Pulment, New York." A L and A. B. C. Code Lind.







Every machine owner knows, and no machine builder disputes the fact, that at least 50 per cent more straight matter per hour can be produced by the linecasting method than by any other. Therefore, having amply demonstrated in dozens of printing-houses that



## The Lino-Tabler System Makes Straight Matter of Tabular Matter

The Company which has revolutionized mechanical tabular composition submits the following comparative costs per hour of hand, Linotype and Monotype composition, as reported by representative printing establishments in seven American cities: Minneapolis, Milwaukee, Chicago, New York, St. Louis, Philadelphia and Boston.

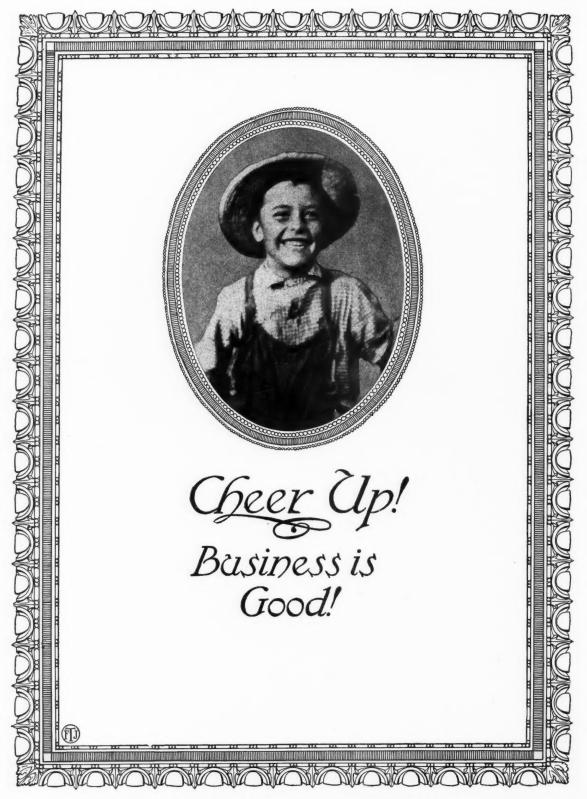
## The Lino-Tabler System Makes Straight Matter of Tabular Matter

The yearly royalty of \$100 for use of the Lino-Tabler System now covers equipment of four machines in the same plant; the rule costs from one to two cents a foot. Positively no other charges. Read this specimen table, set on a standard Linotype machine in 57 minutes, and write to-day for contract for installation of the system on one or more of your machines.

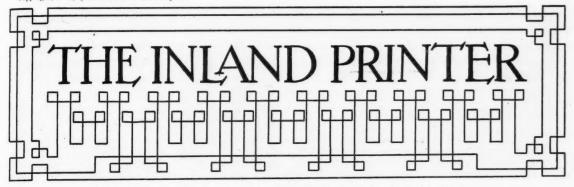
#### CHICAGO LINO-TABLER CO., 128 Sherman St., Chicago

WM. C. HOLLISTER, President and Treasurer ASHTON G. STEVENSON, Vice-President WM. C. HOLLISTER, Jr., Secretary and Assistant Treasurer

Read the	Number	Word	Hand comp. Hour cost	Columns	Lino comp hour cost	From Top	Mono comp hour cost	То	Cylinder Hour cost	Bottom
From	1	four of	1.15	and may be	1.34	that non-		costs are	1.37	everywhere
carefully	2	the princi-	1.50	depended		productive	2.60	lower,	1.38	are install-
prepared	3	pal items	1.28	upon as		time in		will do	1.61	ing the
statements	4	of expense,	1.50	showing the actual		the differ- ent depart-	0.00	well to	1.55	system.
of costs	5 6	viz.:	1.01	net cost	1.48	ments was	2.80	the Com-	1.80	which has
taken during the	9	Hand composition.	1.19	per hour		reduced to		mission's	1.47	practically
past	8	Linotype	1.01	in the		a minimum.		blanks	1.40	revolution-
several	9	composition.	1.10	houses	1.35	A few of the	3.19	and figure	1.66	ized me-
months	10	Monotype	1.13	reporting.	1.00	shops were	G. 10	it out for	1.33	chanical
in 27 of	11	composition,	1.14	While not		on a 9-hour		themselves.	1.60	tabular
the best-	12	and	1.20	all were		basis, not		It will	1.60	composition
conducted	13	cylinder	1.14	large	1.47	enough,		prove a rev-	1.22	wherever it
printing	14	presswork.	1.23	shops,		however, to		elation to	1.71	has been
houses in	15	The figures	1.14	none were		materially	3.04	anyone who	1.72	introduced.
various	16	were com-	1.06	what might		effect the		has allowed	1.32	makes
American	17	piled with	1.21	be termed	1.49	result.	2.90	his basis of cost-	1.73	straight
cities,	18	the assist-	1.15	small ones,		Printing house		finding to	1.47	matter of
the figures	19 20	ance of J. A.	1.19	fact that		owners who		continue	1.27	tabular
comprising this table	20	J. A. Morgan,	1.13	cost sys-	4 44	doubt the	9 44	along lines	1.95	copy can
were made	22	Chairman	1.22	tems were	1.44	accuracy of	3.10	long since	1.76	be demon-
up. They	23	of the	1.17	in opera-		the figures		proven mis-	1.70	strated in
rive the	24	American	1.10	tion in		herewith	1	leading and	1.39	an hour's
actual net	25	Printers'	1.59	ench of	1.46	presented.	2.70	Inaccurate.	1.80	trial in
cost per	26	Cost	1.22	them is	7.30	and believe		Progressive	1.29	your own
hour of	27	Commission.	1.10	evidence		their own		printers	1.71	office.



Printed by The Henry O. Shepard Company, Printers and Binders, 130 Sherman street, Chicago.



Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

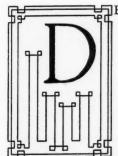
Vol. XLV. No. 6.

#### SEPTEMBER, 1910.

Terms { \$3.00 per year, in advance. Foreign, \$3.85 per year. Canada, \$3.60 per year.

#### MAKING DEPRECIATION A REAL COST.

BY M. J. BECKETT.



to be felt. You do not feel the intangible. A depreciation that does not have to be paid in cold cash is a will-o'-the-wisp and disappears when making an estimate. It is so easy to come Rip Van Winkle on it and say "This time don't count," and make an exception. In order to

make depreciation a real expense against the business, it must be paid in money and must appear on the books as an expenditure. If the money for the wear and tear of machinery and fixtures has to be dug up each week the same as for pay-roll, then it does look for all the world like a sure-enough thing and not a mere make-believe—a creature of the imagination.

A cost system that is not based on correctly kept books and that deals largely in imaginary expenses is not of much value. The true cost system deals only in realities—has to do only with actual expenditures—keeps the record to fall back upon in every crisis—relies on the facts—can be depended on for correct results. A right cost system is based on the books of general accounting—it begins in the books and ends in the books. It does not deal in fictions of any kind, but relies wholly on the facts as shown by the books.

Some so-called cost systems allow the general books to be kept in "any old way," and the items are culled out and carried onto blanks provided and the costs are calculated from these statistics.

EPRECIATION must be real If all the items are not corralled, the costs are to be felt. You do not feel lower than they ought to be; if some extras are to the intangible. A depreciation that does not have to be paid in cold cash is a will-and the result is more or less clouded.

How is such a matter as depreciation to be handled so as to appear on the general books as a reality and not a myth?

Open a depreciations fund. Carry this on your pay-roll, charging each department overhead and the office with its pro rata share, as determined by the best practice based on past experience, and credit depreciations fund. Pay out of this fund all actual repairs and replacements.

Treat this fund as you would one of your employees—hand over the money. Then it becomes a real expense that has to be reckoned with the same as a man. You will feel it. It means digging up more money for pay-roll, and that is where the shoe pinches. Do this for a year—five years—ten years. It will hurt. Of course it will hurt. But let it hurt. If you are going to figure depreciation as a part of your cost, make it a real thing, not a supposition.

What is the difference between the man and the machine? One wears out; so does the other. One works for a wage and collects it weekly. The other works for a wage—wears out—gets obsolete—goes to the scrap-heap and collects at the end of its existence when a new machine is installed in its place. The expense for the man is collected off of all the customers he does work for. The expense for the machine in ordinary practice is collected off the proprietor ten years after purchase. His customers paid for the labor of the

man, and owe him nothing for the wear of the machine, because it was not included in the bills. Who was the loser but the proprietor? And why did he lose? He was too timid to make the charge for depreciation. If he had figured that his \$1,000 machine had a life of ten years, running two thousand hours a year and had an hourly wage due it of  $6\frac{1}{2}$  cents per hour, he might have collected off each customer as he did for the man's time and had the money in the bank to show for it.

Making the cost of depreciation a live issue by putting it into the pay-roll takes the timidity out of the usually overgenerous printer and he can say no with emphasis when requested to take work at a loss.

There are objections to this method of handling depreciation. It looks as if one was taking money out of one pocket and putting it into another pocket. It looks as if the money might better be used in the business than to lie practically idle in the bank drawing two per cent or three per cent. Most printers by their methods and actions prefer not to have the money at all than to have it in the bank, if they are obliged to collect it off their customers.

There may be other objections to carrying depreciations on the pay-roll and straining every nerve at times to get this extra amount just to hide it away in the bank. The temptation to use this money in a tight pinch would be almost irresistible, but even this tendency can be overcome. Treat this as a trust fund that does not belong to you. It belongs to the machines as much as the money paid the men belongs to them, and you would not think of using their money to promote your interests. The machines will call on you soon enough for replacement. Don't worry about that. "Keep a stiff upper lip" and collect off the customers who use your plant, otherwise when your plant is worn out you will be without capital and your costs will increase to such an extent that it will be hard to meet competition.

Of course, there is another way of working this item of depreciation into the books of general accounting and of making it a real account without taking out the money as suggested above, but it would not have the same moral effect or have the same value as an educator in costs, because it would not be so keenly felt.

#### CONVENTION OF BEN FRANKLIN CLUBS.

Agitation is forward to hold a convention of the Ben Franklin Clubs in Chicago preliminary to the second Printers' International Cost Congress at St. Louis. October 4 and 5 have been suggested as the dates. The spirit of fraternity is strong in the Ben Franklinites and the idea of making a descent on St. Louis in force has a touch of the dramatic which pleases these agitators for better things.

Written for THE INLAND PRINTER.

#### THE AUTOMATIC NUMBERING MACHINE.

BY HARRY W. LEGGETT.



HERE is hardly a print-shop in the land without work for the automatic numbering machine. Most shops possess a few machines, while some making a specialty of numbered work stock anywhere from fifty to two or three hundred. Yet, how many

printers know anything worth while of the mechanism and care of the machine? The manufacturer boldly answers, "Not one in a thousand," and he is not far astray.

The manufacturers make these machines or "heads" in many styles. They make them to be locked up with type for use on the platen and cylinder presses, and they make them for the combination numbering and perforating presses. Besides the general run of heads which number from one up, they make heads which number backward, to save the labor of collating. They supply with the heads special-unit disks of different skips and stationary figures to match. The manufacturer can supply material to do almost any scheme of numbering.

In buying a batch of heads, buy from a reputable maker, and remember that first cost is not everything. No heads should be accepted until an examination of the printed impressions therefrom has been made. If bought from a responsible house, the heads will generally be found to be correct, but occasionally an examination may show figures out of alignment, high and low figures here and there, badly cut figures or figures with burr edges. Any one of these defects will ever after give trouble to the painstaking workman.

For the purpose of explaining the proper care of heads, let us assume that the printer has received a consignment from the manufacturer. He should first take the heads apart and acquaint himself with the mechanism. After wiping the parts dry he should oil them. One of the best oils, though offensive to the smell, is clock oil. This should be used very sparingly. Though it's a watch or a clock, the first purpose of a numbering head is to print, and a surplus of oil will spell disaster later on. The sides of the disks, the plunger sides or posts and the spindle should be rubbed with a thin film of oil by the finger-tip. The pawls and springs can be oiled by a fine wire on which a little oil has been taken up.

Having carefully oiled the heads and assembled the parts, the printer will put the heads on the press, and have occasion to turn the disks in the

head. For this purpose a wooden meat-skewer is excellent. A steel point should never be used, as it is liable to scratch the figures. Like a plate, each head must be brought up square and type-high by underlaying. The important point now is to have the heads plunge enough to turn the figures properly, and no more. Heavy plunging will soon play havoc with the springs. With some heads and on some presses the plunging operation is in full view, and can easily be regulated. On other presses the printer must feel his way, gradually building up the impression under the plunger. Assuming that all the heads will plunge properly, the printer can now put in all but the form-rollers, and ink up. Let the press run for two or three hundred revolutions. An examination will show whether, under running conditions, the heads have plunged properly or not.

The best roller for numbering purposes is one which is only sufficiently firm to carry ink. Regular winter and summer composition should have a small quantity of glycerin added to it. In any kind of presswork, rollers should be carefully set, but with numbering machines it is imperative. With rollers as described, properly set, the amount of ink flushed over the sides of the disks and worked into a gum between disks will be reduced to a minimum.

Having set his rollers, the printer should now ink each separate figure. The tip of the finger or a small hand roller will do this; or, when the press can easily be turned by hand, a backward and forward movement of the heads under the press rollers will be found quicker. The reason for this preliminary inking is that all uninked figures passing for the first time under the rollers may take up sufficient color.

Setting the figures in each head to a row of ciphers, the printer should take one or two proofs. He should do the same with the ones, the twos, the threes, the fours, the fives, the sixes, the sevens, the eights and the nines. Not satisfied with this, he should mix the figures up and take proofs. He will base his acceptance or rejection of each head upon an examination of these proofs.

Should he accept the heads, he will—if the manufacturer has not done so—mark them so as to be able to ever afterward distinguish them. Opposite the distinctive mark for the head, he should, on a paper slip, note any data concerning it, such as amount of underlay, amount under plunger, etc.

Inkmakers put up special inks for numbering, and where numbering only is done it is advisable to use them. Where the heads are locked up with type, of course type-ink must be used.

Now ready to number, let us take means to

avoid error. As a matter of course all numbered work should be delivered face up. With but a few heads in the form, one careful girl can examine the numbers as the sheets come from the press; with twenty or more heads in the form, two girls should be assigned to the task. In spite of all the care that may be taken, heads will go wrong at unexpected times, and the girls will easily save their salary.

At the close of each day's work the heads should be wiped clean. Dampen a piece of cheese-cloth with wood alcohol and wipe down the row of figures which happen to be up. Placing the thumb along this row turn up the next row and wipe it, and so on in that head and every head. When the heads commence to clog they should be taken apart, the parts brushed with alcohol and again oiled as described.

The really weak point in numbering heads seems to me to be the drop-cipher. The spindle is made with a V-groove. Attached to all but the unit cipher is a tongue, which, by a backward pull on the figure, slips into the groove in the spindle when that particular cipher is not in use. The cipher in use, the tip of the tongue rests on the solid part of the spindle. A head is not long in use till the points of the tongues, by continued impression on the ciphers, wear down. The inevitable result is low ciphers. To save these ciphers as much as possible, a sheet of baby rubber can be used to advantage in the tympan.

Although the foregoing remarks are particularly intended in all their detail for the larger shops, it is hoped that the smaller shops may find therein something of interest and practical benefit.

#### L'ENVOI OF THE GIRL ON THE MAGAZINE COVER.

When earth's last picture is painted and the tubes are twisted and dried, When Christy and Harrison Fisher have put all their brushes aside, When Wenzel is drawing no giants arrayed in the garb of to-day, They'll print all the magazine covers in drab and in soberest gray.

The front of the Ladies' Home Journal will show pretty letters, at most,
And never a beautiful maiden will smile from the Saturday Post;
There will not be a magazine cover containing a glorious face,
And the news-stand will cease to attract us, we will e'en turn our backs on
the place.

Then no man will hand out a quarter or fifteen cents, nay, nor a dime, Because on the cover is printed an impossible face — but sublime, And the matron, the maid and the baldhead, and the man with the tilted circum.

May read all the jokes and each poem and be thankful for things as they are.

— S. E. Kiser, in Chicago Record-Herald.

#### DRAINING LIFE'S CUP TO THE LEES.

Many people in this city and vicinity will be pleased to learn that Floyd Green, who formerly was linotype operator for the *By-Stander*, is at the present time enjoying life to its utmost. He is now in Cincinnati, Ohio, on his vacation.

—*Macomb By-Stander*.

Written for THE INLAND PRINTER

#### THE RUSH JOB.

BY H. R. HAYES.



HE rush job, and the job promised positively at a certain time, are the two things which serve to make miserable the lives of the heads of the different departments, and to place the stamp of "the biggest liar in the State" on the firm or proprietor of the

printing-office. In small offices this class of work is easy to keep track of, but in the larger offices,

is for reference marks, such as X, which means the job has been asked for; ⊗ means job must be done if it requires overtime; P means proof; R means revise; H means hunt. H is used only on large jobs which can not be completed in one week, that they may be checked up and rushed. The number and H is placed once a week until time for job to be completed. Jobs promised Saturday, Monday and Tuesday, which are not done as promised, are transferred to last column on Wednesday, and likewise Wednesday, Thursday and Friday jobs are transferred to last column of Saturday, so that you never have more than four cards on hand.

As soon as a job is run it is scratched off the

REMARKS	Printed	To Foundry	To Lock-up	To Stock Cutter	Proof Returned	Proof Out	Compositor	Description	Form	WHO FOR	Check No.	Date Received
										••••••		

where there are from fifty to three hundred jobs in progress to completion, the rush job is liable to become sidetracked or mislaid; the time for delivery arrives and finds it lying on the proof-table, or worse yet, in the hands of the compositor. In view of these facts, and years of experience, I submit herewith a system which makes it almost impossible for this class of work to escape.

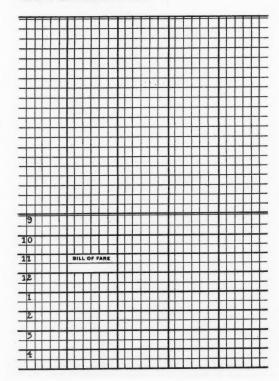
In large offices it is first necessary to procure a book, with the box-heads as illustrated.

Twenty-five lines to the page, each line numbered to correspond with the numbers on your job-check envelopes; every one hundred numbers to have index-tabs. Each check is entered on line corresponding with check number — and with the aid of the index-tabs, the record of any check may be referred to in an instant. Then the "Daily Checking-card" comes into operation. Secure about 325 sheets of any scrap of cardboard, about 5 by 8, and print 52 Mondays, 52 Tuesdays, etc., for each work-day during the week; then, with a hotel dating-stamp, stamp in the month and day number. Print the upper two-thirds of card with five six-unit columns of twenty spaces each; the lower one-third with the same five columns, but these to be divided off into hours and half hours from 9 A.M. to 4:30 P.M.—giving you five columns for jobs promised each half hour during the day and before 5 P.M.

As soon as a job-check is received and entered in the book, the date of promise is entered on the checking-card of the day and time job is promised. On all work not promised at a given hour you have until 5 P.M. All work, excepting stock work, is promised within one week, otherwise in a rush time those not promised would be liable to lie an indefinite period. The extra unit in each column

card. By checking up the positive promises all the time and the balance of the card about twice a day you keep the work moving, and, except in time of congestion in the pressroom, you get your work out on time. The customer is satisfied.

#### **THURSDAY**



Small shops may dispense with the book, using the card only, without unit ruling, and instead of check numbers write the name of job or customer.

THE SECOND INTERNATIONAL COST CONGRESS OF EMPLOYING PRINTERS OF AMERICA

WILL MEET AT ST. LOUIS, THURSDAY, FRIDAY AND SATURDAY, OCTOBER 6TH, 7TH AND 8TH, 1910

THIS MEETING IS CALLED TO CONTINUE AND FURTHER THE WORK OF STAND-ROLLING THE METHOD OF FIGURING COST AND THE ELDOPTION OF THE STANDARD UNIFORM COST-FINDING SYSTEM

AND SATURDAY, OCTOBER 6TH, 7TH AND 8TH, 1910

THIS Congress will be distinctly a meeting of Master Printers and all are welcome. Representatives and delegates of all printers and and Mexico will be present, under the congress of the country of the Committee of Arrangements, and the story of the Committee of Arrangements of the done to complete the work so auspiciously begun.

The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and support.

The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and supports.

The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and supports.

The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and supports.

The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and and invite as many brother employing printers, ho matter where they are located, to attend this congress. There is no complete list of employing printers in existence. The printing tradecan not breached by any single agency, because the support of cooperation and make this meeting the largest in attendance of that of any trade or industry ever held. Be a booster. Do not wait for an invitation. This is your invitation and authority to be an inviter. It is your business, anyway, Take hol THE SECOND INTERNATIONAL COST CONGRESS OF EMPLOYING PRINTERS OF AMERICA

WILL MEET AT ST. LOUIS, THURSDAY, FRIDAY AND SATURDAY, OCTOBER 6TH, 7TH AND STH, 1910

THIS MEETING IS CALLED TO CONTINUE AND FURTHER THE WORK OF STAND-ARDIZING THE MEETING OF FIGURING COST AND THE ADDITION OF THE STANDARD INTIPOMA COST-HIDING SYSTEM

THIS Congress will be distinctly a meeting of Master Printers and an emeting of Master Printers and and support our trade.

Great and gratifying as were the result from the First International Cost Congress, it is fully realized that much remains pricusally begun.

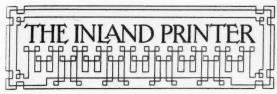
The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and support.

The Second Cost Congress, for which this call is issued, assures the permanency of the invited of



THE SCHOOL FROM WHICH REAL EDITORS CAME.

Drawn by J. T. Nolf, ex-printer.



A. H. McQuilkin, Editor

Published monthly by

#### THE INLAND PRINTER COMPANY

120-130 SHERMAN STREET, CHICAGO, U. S. A.

ADDRESS ALL COMMUNICATIONS TO THE INLAND PRINTER COMPANY.

NEW YORK OFFICE: Tribune building, City Hall square.

Vol. XLV. SEPTEMBER, 1910.

No. 6.

THE INLAND PRINTER is issued promptly on the first of each month. aims to furnish the latest and most authoritative information on all matrelating to the printing trades and allied industries. Contributions solicited and prompt remittance made for all acceptable matter. Contributions are

#### SUBSCRIPTION RATES.

One year, \$3.00; six months, \$1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make foreign money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

IMPORTANT.—Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders oughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

#### ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to fulfill honestly the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for

#### FOREIGN AGENTS.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
RAITHBY, LAWRENCE & Co. (Limited), De Montfort Press, Leicester, England.
RAITHBY, LAWRENCE & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penross & Co., 109 Farringdon Road, London, E. C., England.
WM. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
ALEX. COWAN & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
ALEX. COWAN & Sons (Limited), Wellington, New Zealand.
F. T. WIMBLE & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nutrobergerstrasse 18, Leipsic, Germany,
H. CALMELS, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoolm, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

#### EDITORIAL NOTES.

THE busy season is upon us again. Go after the work you are equipped to do, and be sure you get a profit!

FROM the journal of the Franklin Institute we reprint this month the lecture by Henry A. Wise Wood, delivered before that body, on "Modern Stereotypy and the Mechanics of the Newspaper." In order to make room for this interesting and comprehensive lecture we are compelled to hold over to next month the articles on color by Mr. E. C. Andrews and Mr. John F. Earhart.

CONTESTS in various kinds of composition give splendid opportunities for judging the interest being taken in that division of the trade. The business-card and title-page contests which we submitted to the craft in the last few months brought 1,716 specimens from 870 contestants. This so greatly exceeds all previous or contemporaneous efforts as to challenge attention. The result proves beyond cavil that the men at the case who read THE INLAND PRINTER are thinking about their work, and the specimens printed from time to time demonstrate that they have been thinking to some effect.

OUR German friends are evidently proud and jealous of their rights as printers. A stationer in the Prussian province of Hanover took orders for printing at cut rates, though he did not own a printing-office. This disturbed the legitimate printers, who haled the offender into court, where he was ordered to cease representing himself as a printer and told he would be fined \$25 if any complaint were proved against him. To us this seems a strange business for the courts to be engaged in, but there doesn't appear to be any injustice in preventing one from misleading the public, especially when he indulges in the unhealthful business practice of cutting rates.

THE University of Michigan has conferred the degree of Master of Arts upon Thomas May, the cartoonist of the Detroit Journal. Commenting on this "new departure," Harper's Weekly says Mr. May is the first cartoonist to be so honored by an American university. "There go many valuable materials into the making of a fine cartoonist," says Harper's, "technical skill, humor, imagination, knowledge and fineness of spirit. To know what to say and how to say it in a cartoon takes a rare combination of abilities. To honor it shows contemporaneousness in the University of Michigan, a quality in which the big Western universities are apt to lead their Eastern sisters." But must the honors be confined to this one branch of newspaper enterprise? Several universities have taken up the subject of newspaper-making, and ancient Harvard is going to show us "how to print." Where shall the line be drawn? May there not be M. A.'s and A. B.'s for paragraphers and editorial writers, and for ad.-men and linotype operators?

PRESIDENT KIMBARK, of the National Paper Trade Association, says that some members of that association "do not know what it costs to do business." There is something familiar about that remark, though it may never have occurred to a printer as being applicable to papermen. The statement is doubtless as true as it is trite, and we wish to emphasize what Mr. Kimbark further says, when he asserts that until we know what it costs us to do business we shall have confused trade conditions, embarrassing to producer, distributer and consumer. The planless way of doing business always argues waste and loss. With those elements eliminated there would be more profit, and, in some instances, cheaper product.

PRINTING-OFFICE employees of Teheran, Persia, have made the labor issue an acute one in that faroff and ancient kingdom. During July there was a strike and the newspaper offices were tied up for a day or so. While the minimum wage is but \$3 a month, there are many regulations that strike the Occidental mind as peculiar if not radical. Among the demands we notice that "every printing-office must have its own doctor in attendance," and employers are required to compensate employees in the cases of temporary or complete disablement. The impulsive, testy man and the traditional Oriental love for politeness are taken care of in a clause which reads, "The editors and managers must treat their employees with politeness." Well — but that is in Persia, and why go far afield for trouble?

"Who would be free, themselves must strike the blow," said a perfervent orator on a memorable occasion. If printers are to free themselves from the thraldom of uncertainty they must get together on the cost question. It is a question of paramount importance. It is a question that is occupying the attention of other industries. Every printer may be well assured that he must pay the price, based on ascertained cost, for all he uses in his business, in his living, in his pleasures. He can meet the growing increase in price for everything by making his own charges on what the products of his press cost him. How to ascertain

these costs, how to induce his competitors to stop cutthroat practices, are the objects of the second cost congress, the announcement of which appears in this issue of The Inland Printer. It, therefore, is incumbent on every printer to work with every other printer to make this meeting as large as its influence on the trade promises to be. Nothing in the business is of as much importance as this cost congress. Let every man attend to this as his own special duty now.

THERE lies before us a letter from what is sometimes loosely called a "country printer," though there is nothing bucolic about his printing. He has bought a worn-out office in a large city, one of the second-class cities, to use a governmental designation. Printorially, it is similar to many cities and towns of all classifications - "prices are badly down the scale," as our correspondent puts it. He is not dismayed, but displays the spirit that should permeate the entire craft, and we are sure will yet be the guiding spirit of an increasing number of printermen. As all the shoes sold to men are not of the three-fifty variety, our friend is sure there are people in the low-price city who will pay fair prices for good work. He will charge for his product on the theory that "a man with brains won't work for nothing, and printing requires brains." Here's luck to our correspondent, who is welcomed to that saving remnant of the trade which is weaning its customers away from the nasty doctrine of sheer cheapness to that of printing goodness - and teaching them to pay for it on the basis that quality printing represents brains.

The movement for the elimination of expensive crudities incident to industrialism is constantly spreading. We are prone to think that the graphic arts people are in the van in the uplift; perhaps so, but trade and technical journals during the convention season teem with appeals for better things and reports on the success of the new order of affairs. At the recent convention of the National Wholesale Jewelers' Association, President Schwab dwelt on the cooperative tendency in that trade. Though their associations are young, Mr. Schwab says that manufacturers, wholesalers, jobbers and retailers among jewelers are living in a state of orderly amity, which contrasts favorably with a few years ago, "when chaos prevailed in all branches of the business." He also avers that the peace which the trade found to be so advantageous does not affect the interests of the community injuriously. Those acquainted with the effects of organization will bear willing testimony to the truth of this assertion. Indeed, it is easy to

imagine that the community would benefit, as in the end consumers must pay for the lawsuits, cut prices and other features of commercial strife. Though unavoidable at times, the economic interpretation of all these things is wastefulness. When all are agreed that nations should avoid war, it would appear to be absurd for industrialists to continue a system that induces and provokes useless and expensive strife. As Mr. Schwab told the wholesale jewelers, "the day for agitation, boycotts or blacklisting is past." As the trade of the soldier is fading in importance in affairs national, so is the litigious and "scrappy" person in the sphere of commerce. Diplomacy is superseding fighting, and the man who knows he is in business to make money and not to fight is elbowing the others out of the way.

#### Prison-made Goods and Printers.

The recent meeting of the Allied Printing Trades Council of New York State, at Poughkeepsie, was the inspiration for an editorial on prison-made goods, which appeared in the Eagle of that city shortly after the adjournment of the meeting. This newspaper declares that the council "was organized chiefly for the purpose of obtaining special privileges for the printing trades —that is, to prevent the introduction of printing in the state prisons and reformatories." question of the chief cause for the organization of the council is immaterial here, but how the Eagle is able to figure out "special privileges" for the printing business, said to be the council's chief aim, is beyond our ken. The Poughkeepsie editor probably would be the first to object if a proposition were made to begin the publication of daily newspapers at the different prisons, which sold for less than he could publish the Eagle, on account of the difference in cost of production. The city, township, county and state printing is a large item, which has been the means of employing thousands of capable and upright printers, who have contributed to the support of the State not only through a direct tax but by the education of their offspring, thereby adding to the sum total of the country's good citizenship. Is it unnatural, then, that they should oppose the introduction into the state prisons and reformatories of a plan to have this work done by thugs, thieves and murderers?

The convict-labor problem is an old one, and every good citizen is willing to lend his aid to its solution. That the prisoners should be given opportunity to fit themselves for more useful and honest citizenship upon their release is beyond controversy. But this must be brought about in a manner which will not sacrifice the welfare and

happiness of men who have been loyal to their country and its laws, and whose lives have helped to strengthen the moral backbone of the nation.

We see no reason why convicts should not be permitted to help manufacture everything that is consumed by prisoners, but that they should be used as instruments to supply the wants of freemen when many freemen are unable to secure employment, is a doubtful undertaking, not only from an economic but from a moral viewpoint as well.

#### "Cost" Education in Canada.

That Canadian printers are farther advanced in business methods than their American brothers was not evident in the recent District Cost Conference, held at Stratford, Ontario. On six different jobs fourteen printers submitted estimates, according to the Printer and Publisher, and on all of the jobs the difference between the highest and lowest ranged from one hundred and sixty to three hundred per cent. The most striking evidence of incompetency in estimating costs appeared in the figures returned on a twelve-page booklet. The lowest estimate was \$39.85, and the highest \$135. But what seemed most inexcusable in the estimates on this piece of work was the difference in the figures given on cost of stock, which ranged from \$9 to \$40. That there was need for the calling of the conference, who will deny? Surely, when printers disagree to the extent of some four or five hundred per cent on what it costs to buy the same grade of stock in the same market, it is high time at least that a few conferences were held and figures compared.

But this getting together of Canadian printing craftsmen portends a great deal more than a mere comparison of figures. Other district conferences will be held shortly, and when it is once realized by printers throughout the Dominion that the trade is wofully demoralized through a lack of knowledge on cost methods, it is pretty safe to predict that in the not far distant future a genuine improvement in conditions will be the result.

#### Sound Advice.

"Loud talk never won a labor battle; likewise, hasty action, threats, intimidation or violence. To-day we must meet the employer as man to man. The employer's rights must be recognized and protected as well as those of the employee."

These are the words of President Frederick Northrup, of the local typographical union, in welcoming the delegates to the convention of the Allied Printing Trades Council of New York State, at Poughkeepsie, last month. They may not sound good to the worker who believes the employer has no rights, just as a similar declaration by an employer concerning the rights of the men would not appeal to the boss who believes the worker has no rights. But they reflect a growing sentiment among all classes, and the printing craftsmen especially are to be congratulated upon the steady decline in influence of those who, either as employers or employees, are unable to subscribe to the principles enunciated by Frederick Northrup, as quoted above.

#### Publisher and Subscriber.

The relations between reader and publisher have changed vastly in the last quarter of a century. Then when one bought a paper or a magazine he paid for the article—there was a slight profit in the transaction. Nowadays, as a rule, the subscriber doesn't pay for white paper; the advertiser carries the financial load. It needs little astuteness to see what this condition produces a press that is unduly sensitive about the feelings of advertisers, though its principal duty is to the public from which it secures subscribers. It is extremely difficult for a publisher to overcome this tendency - he is confronted by a condition that is seemingly all-enveloping and which may end in publications being given to subscribers free. Truth to tell, the keen competition for circulation has caused circulation to cost more than the receipts, in many instances, and if it were not for the postal regulations there is little doubt but that the free-circulation magazine or paper would be with us now.

THE INLAND PRINTER has tried to avoid placing all the burden on one class of supporters—the advertisers. We have endeavored to pursue what is logically a fair policy—to make the subscriber pay his share toward the production of the maga-This is not done wholly as a matter of fairness. We have thought the tendency toward dependence on advertisers would lead to a neglect - perhaps unconscious - of the subscribers' interests, and we fain would avoid the approximate occasion of sin in this respect. It is usually easy to go with the crowd - to follow the custom of the day - in such matters. To swim against the stream entails the expenditure of much energy and the penalty of more or less discomfort. The compensation is found in being nearer right than otherwise would be the case, and occasionally some one shouts a cheering word that encourages the struggler to persist. Editor Bridgman, of the Stanley (Wis.) Republican, is one of the encouraging voices. Addressing the Wisconsin Editorial Association, he said the practice of compelling advertisers to carry the heavy end of the burden is making inroads in the domain of the country press,

and this practice had beclouded the moral sense of the editorial department of some of our great papers. Mr. Bridgman regards the subscription price that has no relation to cost as illegitimate, and believes that if the press is to retain its influence it will have to consider the issue of separating legitimate journalism from commercial advertising. "Dearly as we love the liberal advertiser," he told his fellow publishers, "a higher appreciation of our duties to the public will one day bring us to a careful analysis of our true relations to the advertising patron." The relations between the publisher and the subscriber are out of joint, and, like all departures from what is right and just, the result is detrimental to all.

#### Political and Business Corruption.

THE INLAND PRINTER is not concerned in politics, nor is it the province of technical journals to debate political questions. Yet it is the plain duty of every trade journal, when the industry of which it is a representative has been the target of corrupt politicians, to fearlessly proclaim its attitude by a candid expression of opinion.

"Paramount issue" has been sung into the ears of American citizens since almost the establishment of the republic. A new "paramount" is unearthed at every election, whether municipal, state or national. And as a rule these "issues" have been the makeshifts of politicians to divert the attention of the honest voter from the one great festering sore which has been eating into the vitals of our country—that of dishonesty in public office.

Although within the past few years strong efforts have been made by men of integrity, both in and out of office, to turn the attention of the people toward the corruption of our officials and the menacing influences which stand like the picture of death over American institutions, yet the corruption which has but recently been uncovered, both in business and in politics, should arouse every patriot in our land - and especially the printer, whose historic interest in the cause of justice and liberty has placed him in the forefront of the country's defenders — to a realization of the dangers ahead. Legislators have been bought and sold like so many cattle, and other officials have apparently been used as mere tools by commercial brigands. And in the business world, large corporations, while in the very act of exacting still greater tribute from the people, have been robbed by their own officials through every known device in the great graft game.

But it does not seem enough that America's decent citizenship should be outraged and humbled

by this wholesale corruption in our own country. A few weeks ago startling disclosures of dishonesty were made in connection with the Canadian Printing Bureau, at Ottawa. A searching investigation was made, and, as a result, the *Printer and Publisher*, a Canadian trade publication, presents the following edifying information:

"So far, no suggestion that any Canadian house is implicated in the scandal has been made, all the dishonest dealings hitherto discovered being traceable to United States concerns."

If this be true, humiliation should burn into the soul of every honest American citizen. It were enough to shoulder the rottenness unearthed within our own borders, but to be accused of extending the graft market into the dominions of our neighbor is, or should be, the last straw.

It is to be hoped that our Canadian colleague is mistaken, and that a further investigation will clear our skirts of any connection with the corruption of the Printing Bureau at Ottawa. But, be that as it may, printers should be the first in the fight to purge the nation of its corrupting influences! Every vestige of party prejudice should be swept aside in the interest of honest men and honest measures, and a supreme effort put forth, not only in the defense of the printing industry, but of every other business, and of our country.

#### WHAT HAPPENS!

I speak of men — a host of men! — and you and I know many such, Whose word is nil within their homes, whose law does not amount to much.

They're humble, meek and silent, too; their better halves control them quite,

And will not let them spend a cent or wander with the boys at night.

But once in every little while a man like this will break away, Evade his wife and "cut it loose" and "whoop it up" till break o' day!

But, oh, the price that they must pay! It quite reminds me, if you please,
That "Solomon, with all his wives, was not arraigned like one of these!"

— John D. Wells, in Buffalo News.

#### TO ADVANCE PURE LITERATURE.

The London Times announces, under date of July 20, the constitution of a body designed to represent pure literature in the same way that the Royal Academy represents the fine arts and the Royal Society represents science — in other words, the birth of an English would-be rival of the French Academy. There are to be forty members eventually. At present there are only twenty-seven original members, who include Alfred Austin, Austin Dobson, Edmund Gosse, Thomas Hardy, Henry James, Andrew Lang, Lord Morley, Sir Arthur Wing Pinero and George MacAulay Trevelyan.

The newly constituted body will be known for the present as the Academic Committee of the Royal Society of Literature, which society, with the Society of Authors, formed a joint committee to study the project of a British Academy. Later on, the academic committee, if successful, will break away from the Royal Society of Literature and seek a charter of its own.

Written for THE INLAND PRINTER.

#### LANGUAGE WHIMS AND FALLACIES.

NO. VIII .- BY F. HORACE TEALL.



in writing these papers, from which to exemplify diversity in the forms of geographical names. Almost any other full list of such names would have served as well for that purpose. But, in looking out the

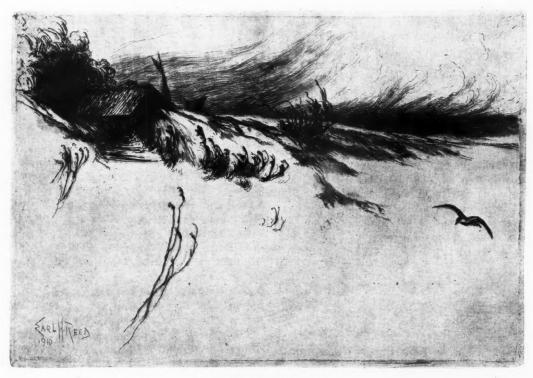
names to be used, it was inevitable that some forms frequently occurring in the text should attract attention, as they differed so much from those which the writer had until recently thought to be the only right ones. They were abbreviations, and made in a way that the writer had then never seen in print elsewhere, though he has since found them in another book.

In the lists of abbreviations given in the dictionaries N. E. and N. W. are the forms for northeast and northwest, S. E. and S. W. for southeast and southwest. In the two books mentioned these words are abbreviated NE., NW., SE., and SW. No dictionary has included these latter forms, and of course the reason is that the lexicographers do not know them as having been sufficiently used to be worthy of record. Makers of dictionaries search very carefully all sources of information, and these sources necessarily include all authoritative lists. Naturally, the inference from this is that the forms under notice are not in any of these lists, and they are not there because they are not commonly used.

We plainly have here a case of exceptional if not exceptionable practice, arising from whim or fallacy, if not from whim and fallacy. It is very clearly a departure from the very sensible consensus of opinion, as shown by common practice, that those forms are best which prevail in usage. Such use of practically unknown abbreviations arises from reasoning that, though specious, is fallacious, at least in the fact of being abnormal. We have chosen abbreviations as affording a good example of such abnormality, not merely for the purpose of criticizing one detail or one book. To the writer a striking analogy appears in the attempt to change a great deal of our spelling, on the plea of simplification. When the board of philologists that is now striving to establish a new orthography issued its first list of proposed changes, the New York Sun said, editorially: "For our part, we have never worried much about the English language or the spelling of it. Indeed, that spelling, laboriously acquired, is a possession

not lightly to be parted with. A good many foreigners have to learn English; and if they have to they do. The jungle of the spelling-book won't keep them back. The truth is that it seems a good deal harder to spell according to the reformed code than according to the old one." It also said: "They [the members of the board] are all pledged to spell according to their own spelling. Their plans are large, and doubtless a large number of centuries will be needed to carry them out."

It takes all kinds of people to make a world, and of course all kinds of thinking and of practice tion, its converse is also true. An assertion may here be cited from a source not sufficiently consulted, the preliminary matter of a dictionary. It is in "A Guide to Pronunciation," in Webster's New International Dictionary, in the section headed "The Standard of English Pronunciation," page xxxviii. It is this: "Change is constantly going on, both in the separate sounds of the language and in the words of which it is composed. New forms exist side by side with the old, though usually one of them ultimately supersedes the other. All changes that endanger the true function



THE WIND-SWEPT DUNES.

Half-tone from etching by Earl H. Reed, Chicago.

must be used by them. Is there one among them who escapes the experience of an occasional jarring by some revelation of an opinion or belief he had supposed impossible, or even almost unimaginable, as the firm conviction of another person whom he had previously thought sensible, but now can hardly credit with sanity? And does not that other person experience the same feeling when he finds one who does not agree with him? Of course that is not so with regard to all differences of opinion; but everybody has some notions that cause such result. And the world is steadily progressing in tolerance, so that more and more is the individual free to hold his own opinion. Yet, while this may be affirmed with little fear of contradic-

of language, which is the intelligible expression of ideas, are strongly resisted." The intelligible expression of ideas is always best accomplished by the use of established forms, even if the innovators can formulate strong arguments in favor of their innovations.

Probably the reasoning in favor of the odd abbreviations here noted was that, as each of them represented a single word, the best form would be one that did not simulate two words. But the latter forms are in practically universal use, and are not really objectionable. Others like them are also used, as R. R. for railroad, P. M. for postmaster, Q. M. for quartermaster. Besides, in most British print, and occasionally in Amer-

ican, hyphens are used in the compass words, north-east, north-west, south-east, south-west, thus making the unfamiliar abbreviations still have the nature of misfits.

Another phase of the abbreviation question is more purely typographic, and will show us how people may and do differ in their conception of beauty in form. Certain kinds of abbreviations are often printed in small capitals, because the users of this style, or some of them, think this gives a more pleasing appearance; but others use capitals, partly because they think these look better, but largely because at least some of the abbreviations stand for words always capitalized. Theodore L. De Vinne chooses small capitals, and in "Correct Composition" he says:

"Formal abbreviations of anno Domine, anno mundi, anno hejiræ, anno urbis conditæ, and before Christ are made with A.D., A.M., A.H., A.U.C., and B.C. For this purpose small capitals closely set are preferred." Speaking of titles, like LL. D., he says: "Use of capitals for abbreviated titles in the text is made imperative in many offices. When the small capitals of the text-letter have a little more prominence than the lower-case letters (which they seldom have), the small capitals will be found a more pleasing substitute."

Mr. De Vinne here speaks of his own preference as if it were that of a majority among printers and writers, and in doing so he does just what almost every one does. What is the use of having an opinion at all with no backbone to support it? Any one is certainly entitled to accept Mr. De Vinne's expressed preference, but equally we are all free to reject it if we so prefer. The fact is that many people now prefer the other practice, and formerly almost every one did; and the truest assertion in such a case is one that more fully recognizes both sides. The dictionaries all enter these abbreviations in capitals only, but the Century says of P. M. for afternoon that it is also printed P. M. and p. m. Webster's New International and the Standard capitalize each word of the phrases given by Mr. De Vinne with lowercase letters, but the Century does not. The dictionaries record the forms thought to be prevalent by their editors after a careful research. My own personal choice, based on what I believe to have been once almost universal practice, and to be now as frequent as any other, if not really prevalent, is to use capitals in every instance, and to use spaces just the same as between words.

In these matters, as in many others, opposite opinions are strongly held, and the proofreader is as well entitled as any one else to have his own opinion. In doing work for those who show a decided preference either way, the proofreader

should certainly do it in the way chosen by the authorities, regardless of his own choice, excepting, of course, that he always may suggest a change and support his suggestion with reasoning, or citation of authorities, or in any way that can not be offensive. No proofreader should ever attempt to change anything in a way that can give offense.

#### MORE PRINTERS NEEDED IN CONGRESS.

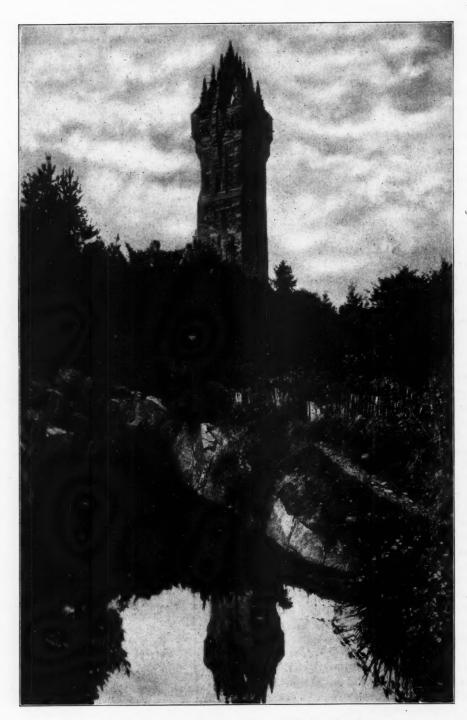
The following brief history of Printer-Congressman William B. Jameson appeared in a recent issue of the Washington (D. C.) Herald: "W. B. Jameson, representative from the Eighth Iowa District, was born in Iowa, November 9, 1873. When nine years of age he began setting type in his father's office, having to use a special platform to reach the case. At eleven he could reach the case without the platform, and felt he had reached man's estate when he finally succeeded in pulling the old Washington hand press, and soon became competent to work off the entire edition of one thousand. In 1892, at Traver, Iowa, in the office of the Star-Clipper, which he thinks is the greatest country paper in the world, Mr. Jameson set four twenty-four inch galleys of leaded minion in ten hours, which he thinks is close to the world's record, and says he never worked with a printer who could set as much. He has challenged Sergeant-at-Arms Casson, Clerk of the House McDowell and Victor Murdock, all old printers, to a typesetting contest, which is slated to be pulled off next winter.

"At seventeen years of age, Mr. Jameson joined Chicago union, and for four years, at different times, was a tramp printer, working in all the big cities and several of the small towns between Chicago and Anaconda, Montana. At nineteen, he borrowed the money and bought the *Pioneer*, a weekly paper at Ida Grove, Iowa. He was made chairman of the Democratic County Committee, and carried the county for his party, the first victory in many years. He kept the paper a year and a half and made it pay, but the wanderlust was too strong, and he sold out and again took to the road. Later he bought the *Gazette* at Columbus Junction, Iowa, ran it successfully for two years and a half, and then turned it over to his father.

"Eight years ago he went to his present home, in Shenandoah, Iowa, and bought the World, a semiweekly, and has been its editor ever since, and expects to continue it. Four years ago he was elected to the State Senate. Two years ago he beat the Hon. Pete Hepburn for Congress, being the only Democrat ever elected from that district, and the only Democrat ever elected to either place and held both at the same time.

"Mr. Jameson thinks if there were more printers and fewer lawyers in Congress the country would be the gainer. He says he is the only country editor in the world to have a specially built cash register in his office, from which he gets daily reports of everything in a business way, and considers it the best investment he ever made, and advises other country editors to get one. He is very fond of taking shop with the printer boys and girls, and hopes always to have a country office. He thinks every printer should belong to the union; that the typographical union is the best in the world, and believes that many of its principles should be applied to the government of States, especially the initiative and referendum."

WRITE to all the employing printers you know and ask them to meet you at the Cost Congress in St. Louis.



 ${\tt WALLACE\ TOWER-ABBEY\ CRAIG-STIRLING,\ SCOTLAND.}$ 

Written for THE INLAND PRINTER.

### THE OFFSET PRESS.

BY WILLIS J. WELLS.



HERE have been many articles written in the printing and other magazines within the past year or more in relation to the qualities and the work produced by the offset press. Some of these articles are written by the people who are selling the press, and for this

reason anything which they may say is subject to the natural salesman's idea of the beauties of the article which he is selling. Other articles are written by entirely disinterested people, so far as any money profits are concerned, but largely from the standpoint of inexperience in comparing actual values in the production of work.

The writer has noticed and read a great many of these and has felt that the time had come when it would be a good idea to show the purchasing public that, while the offset press has a distinct value, and there is a place for it in the production of advertising and other kind of work, there are many claims set forth which investigation shows have no foundation in fact.

The claim that a half-tone can be printed upon rough paper by the offset press and give in the final presentation of the picture all of the beauties, lights, shades and the fine handwork of the original engraving is entirely and utterly absurd.

If the offset work is done from the plate itself, there is always a loss of most of the fine points in making the transfer. If the offset work is done from the original negative, there is the loss of the expert etchers' and finishers' work, which is a large part of the beauty and value of a half-tone engraving. The reproduction of any half-tone by the offset press coarsens the work and takes away from it that snap, definition and luster which are peculiarly the qualities of a first-class half-tone, printed in a first-class manner.

As an illustration of the truth of this text, the samples which are placed in connection with this article are perfectly fair specimens. There has been no attempt made to improve the half-tone or to cheapen the offset work. The offset work was printed by one of the best houses in Chicago, and they had no knowledge that these samples were to be used in an article illustrating the value of their work.

One of the claims for the offset press is that the half-tone work can be produced upon rough paper, and is, therefore, more artistic than the same work produced upon smooth paper. The writer, for one, fails to see any reason why a piece of rough paper is any more artistic than a piece of smooth paper, and he does not believe that there is any law governing artistic productions which can be cited to substantiate that claim.

On the contrary, that only is truly artistic which is adapted to efficiently serve the purpose of its creation. The advertiser requires that his engravings attractively and accurately represent his goods. He wants clearness and detail - not foggy, indistinct impressions. The latter may be "art" to those highly imaginative souls who discourse so learnedly about "art for art's sake," etc., but the art that is demanded and appreciated by the business public is the kind that makes the most graphic written description still clearer, and conveys a more precise and comprehensive idea of an article than is possible by means of mere words. An offset impression of a half-tone in a subordinate part — as a decorative feature — may be very effective and artistic, but as an illustration it fails to meet the main requirements.

Whether work can be produced by the offset press any cheaper than the same work upon a cylinder printing-press I have no knowledge. The claims for amount of production are very large, but up to the present time the size of the sheet which can be successfully operated is a great deal smaller than work of the same character can be printed on a printing-press, and there are many other reasons which operate in favor of the printing-press. This, however, is a question into which I have no intention to go, the only idea of this article being the intention of proving that the offset press is not an advancement of the science of printing, so far as quality of production is concerned; but instead of improving the quality of any reproduction by half-tone work it is a detriment to it.

It is a fact that a half-tone printed upon rough paper by the offset press will present a better effect than the same half-tone printed on the same paper by a printing-press, and if a purchaser is willing to give up the beauty of a first-class half-tone simply that it may be printed upon rough paper, it is, of course, his privilege to do so, but he ought to know that there will be a loss in the value of the half-tone and not expect to get something equal to the print on the enamel stock.

What may be done by the offset press in the future in relation to the printing of larger sheets, and what may be accomplished by this process in colorwork, is still in the realm of speculation, so far as quality work is concerned. If there is to be any economy in the production of colorwork they must be able to duplicate the same picture by the transfer process, so that they may print a large sheet and make their duplicates uniform and in

perfect register. Up to the present time this has not been accomplished, and there are enormous difficulties in the way of producing perfect results. These, of course, may be overcome and possibly will be, but so far as we have seen the samples produced, it is a case of claim everything, because no one will know whether you are right or not.

The *Printing Art* has produced a number of illustrations of the best grade of offset work. These can be found under the titles of "Planogravure," in the February number, 1910, and "Offset Press Exhibits," in the January number, 1910, together with an article by Edwin Osgood Grover about the subject in general, and as these specimens are shown as samples of work produced by different houses, it can easily be seen that they are the best productions of the kind showing the present state of development of the process.

Written for THE INLAND PRINTER.

### LEVELING CUTS AND REGISTERING TINTS.

BY H. G. BATCHELDER.



ANY articles have been written about the time that is saved in the cylinder pressroom by having the cuts in mixed type and cut forms made type-high before leaving the composing-room. Cuts should be made the proper printing height, not only be-

fore leaving the composing-room, but before they reach the compositor or make-up.

The compositor has not been born who can underlay a cut to suit the average pressman. If left to the compositor he brings the cuts up a trifle higher than the type, for in this way he has less trouble in securing a good proof on the hand press. The cylinder pressman, on the other hand, usually desires the cuts slightly lower than the type, to get the proper gradation of color values by overlaying, especially in the case of vignettes.

I have always contended that the proper way to secure the best results and save time on cutforms was to hand the cuts over to the pressman, as they come from the engraver, to be evened up and underlayed between the shell and the block. Then, if it is necessary for the compositor to build them up in order to get a satisfactory hand-press proof, he may do so by putting temporary underlays on the bottom of the block, to be removed after the form is locked up. This is seldom necessary, however, except in the case of extremely large blocks.

This method puts all the make-ready on the form where it properly belongs, in the pressroom,

and it is done by the man most competent to do it. It will also facilitate the work, by allowing the compositor to start composition immediately, as the item of a slight delay in having the cuts to work with is not usually important. Much of this work may be done by the pressman during otherwise unproductive time, while the unproductive time of the compositor may be used to better advantage in distribution.

It is always better in renailing a cut to the block to use nails slightly larger than the ones removed, as the action of drawing the nails tends to enlarge the holes, and if the same nails are used they are liable to work up on a long run. To protect the face of the cut from the hammer when renailing, cover it with a strip of heavy pulpboard with a slot cut in it the width of the nail. The nail may then be driven almost flush before using the set.

Engravers are not always careful to have tintblocks mounted at the proper angle to register with keyplates. This causes a waste of time to the printer, and all such cuts should be tested out by the compositor in this way:

Tie a cord or place a rubber band around the keyplate, and slip a piece of two-point face-rule between the block and band, at the top and left-hand side; then pull a proof on onion-skin or tissue paper. Proceed the same way with the tint-block, and if, by superimposing the two proofs in register by holding up to the light, the ruled lines on both proofs are found to be parallel, the tint-block is mounted at the proper angle. If not correct, the cuts should be returned to the engraver to be remounted in register. A batch of cuts recently tested in this manner showed fifteen out of sixteen badly out of register.

### AN AWFUL DISAPPOINTMENT!

The saying that trouble never comes singly seems to be as *true* as it is *trite*. Just as we were planning a grand June issue of the *Era*, we had the misfortune to get a lick in our good eye. While clearing off a patch of ground a sprig of a bush jabbed into it, June 4, and put us "out of business." This explains to the readers what has been the matter.

Our eye is almost as good as ever, but we are still troubled with some nervousness. There is great consolation that it was no worse; for the loss of sight is, to our notion, the greatest calamity that can befall any creature.

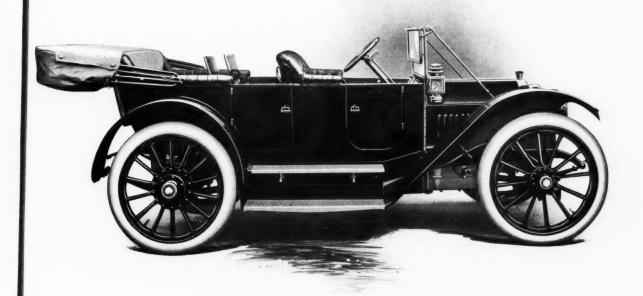
We are grateful to our friends, at home and abroad, for their patience and kindness and sympathy. Thank God for friends! If we failed to "make good" with the Era, you may know the disappointment was greater to us than you.—

The Phrenological Era.

SPEAKING of navy beans (somebody was), Walter Bean, of Lima, Ohio, has joined the navy.— B. L. T., in Chicago Tribune.

Halftones printed from the original plates on Radium Enamel paper, from the identical plates used in the Off-set Sample Sheet.

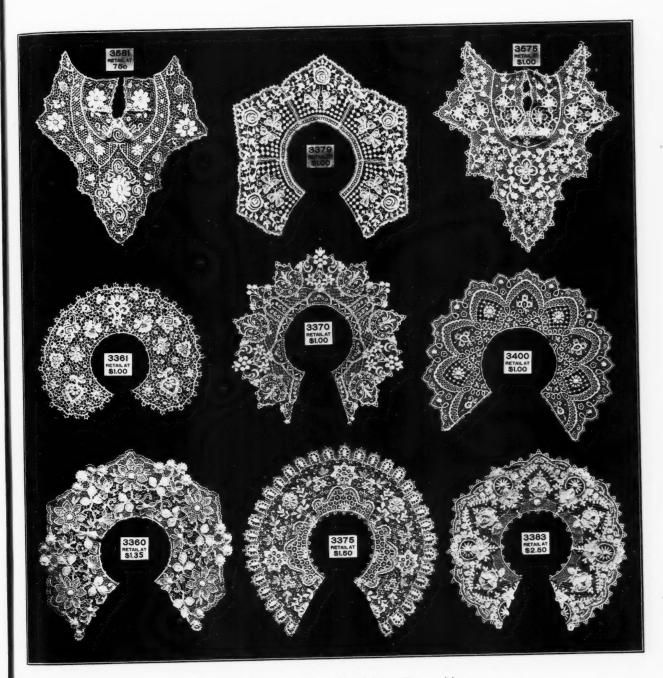
The typographic ink used on this sheet is Sigmund Ullman Company's "Millinery Cut," Halftone Black.



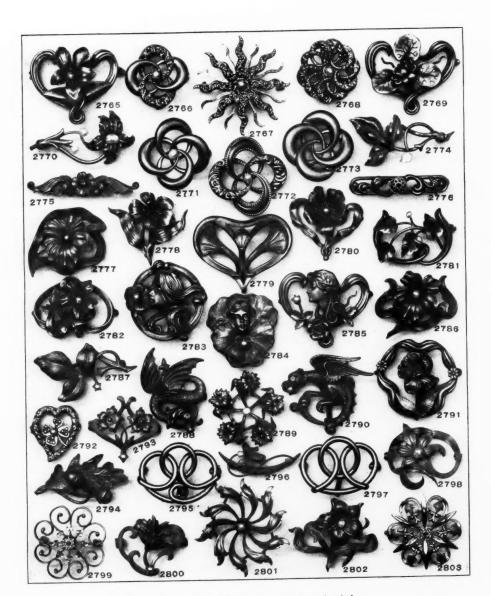
Halftone from Retouched Photograph.



Halftone from Wash Drawing.

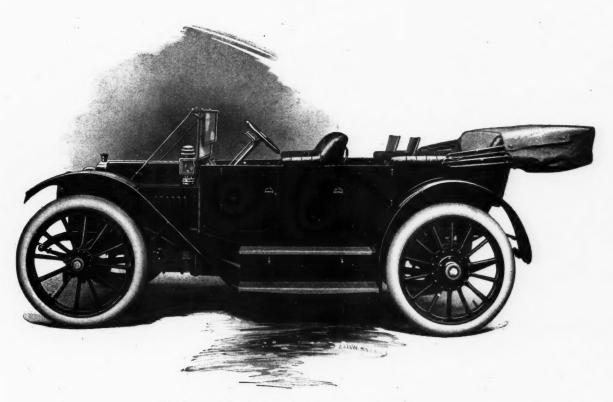


Halftone from Photograph without Retouching.



Halftone made Direct from the Articles.

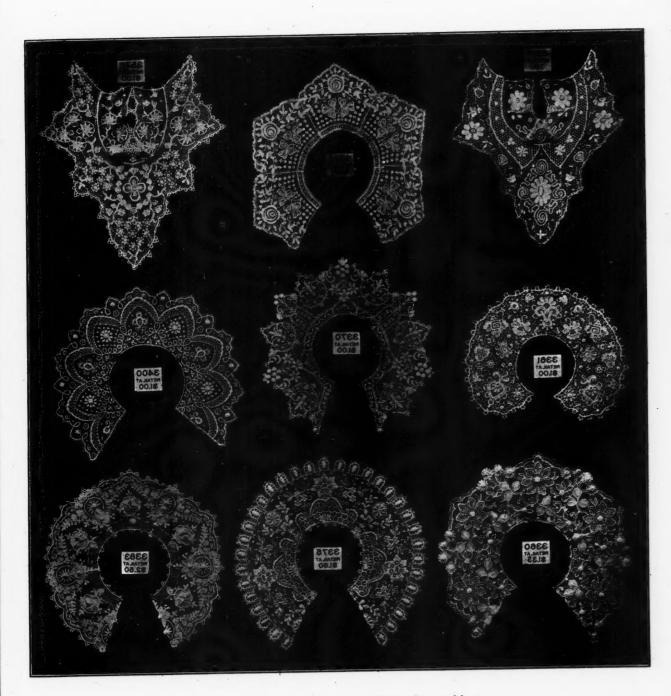
A specimen sheet of work produced by the off-set press process, by transfer from the same halftone plates used in printing on the sheet of Enamel Paper.



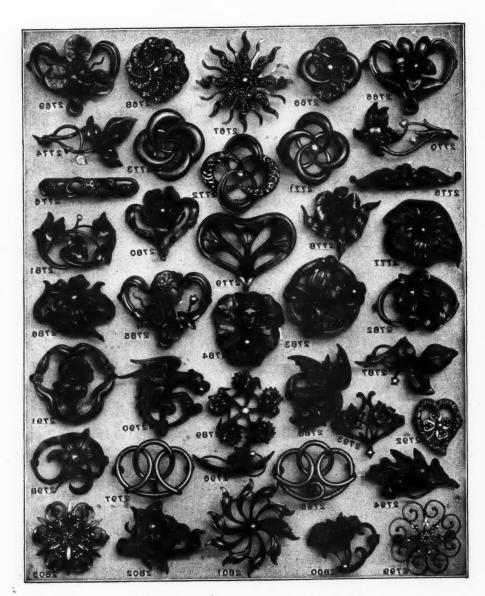
Halftone from Retouched Photograph.



Halftone from Wash Drawing.



Halftone from Photograph without Retouching.



Halftone made Direct from the Articles.

### MODERN STEREOTYPY, AND THE MECHANICS OF THE NEWSPAPER.

BY HENRY A. WISE WOOD.

A lecture delivered before the Franklin Institute, at Philadelphia, September 16, 1908.

"Fully recognizing the great service which the invention of the Autoplate machine has rendered to the progress of the typographic art, and the importance of this invention in the development of modern journalism, the Franklin Institute awards to its inventor, Mr. Henry A. Wise Wood, the Elliott Cresson gold medal.

Attest: James Christie, Secretary."



ENTLEMEN,— I am deeply conscious of the fact that you have paid me a high honor in asking me to address you here to-night. Standing in this old hall, in this revered birthplace of the idea of the Centennial Exposition, pregnant as was that idea with the most stupendous impetus that a single event has ever given the

utilization of the stuff and habits of the physical world, I am abashed. When I compare with its quaint and simple architecture and its homely and primitive accessories the elaborate edifices of to-day, filled and throbbing as they are with the innumerable, intricately organized, man-serving devices which, during the passage of but a single generation, have come to so multiply our powers, our comforts, and our pleasures, I am astonished. And when I recall that so much of this progress was born of inspiration supplied by that great mother of physical inquiry, the Franklin Institute of the State of Pennsylvania, it is indeed difficult to believe that in the short span of her life the practice of the science of physical inquiry should have accomplished so marvelously much.

But a single thought saves me from confusion; that he for whom this institution was named, whose boundlessly liberal and truth-seeking qualities have become its fundamental traditions, was once a printer. Thus I am assured that whosoever may since have labored to extend the usefulness of the typographic art, however humble his addition to the sum of its knowledge, may in the name of the illustrious Franklin here claim the protection of the ægis of an especial tolerance, and freely speak his mind.

If the spirit of that wise and genial philosopher could be recalled to earth and shown all of the progress since made by mankind, it is not difficult to name the branch of human endeavor in which he would find the most at which to wonder. Human nature is but where Poor Richard's philosophy found and left it; the slow evolvement of successful government has been carried but a sorry step further than it was at the sitting of the Constitutional Convention; the advent of an unarmed peace between peoples, the possibility of which has ever seemed to so many to hover but just beyond the horizon, appears but little nearer than in the days of the surrender at Yorktown; while the things that are new in literature, in art, in pure philosophy, are so infinitesimal when held against the glorious background of the past as to fade to utter insignificance,

In what, then, has the world changed? What is the new mode of thought, strange in Franklin's day, that has since entered the consciousness of the race and become, of all its implements, the most serviceable? The will to test all things, is a brief but comprehensive answer. And it is with some of its fruits, as expressed in one phase of human activity, that we shall be concerned to-night.

During Franklin's life a dry, a curious, a but little understood collection of fragmentary information concerning physical phenomena composed a suspected and halfproscribed thing, called science. Into this mysterious realm

men had already begun cautiously to peer. At first it seemed unrelatable to their daily lives. But into it gradually they grew boldly to look, and new applications of natural phenomena to desirable human ends began to be made. Then slowly, but with an ever increasing breadth of field and rate of development, physical science became the means through which man has since so wholly been able to readjust, upon infinitely more favorable terms for himself, his relations with nature and his fellows.

In this recent application of his thought to the discovery and comprehension and use of the materials and habits (miscalled the laws) of nature, lies the power by means of which man has been able the more securely and comfortably to seat himself in the chariot of life, the more widely to extend the path of its flight, and the more economically and beneficently to direct its course. It is this, then, his wholly new kind of command of physical nature, that constitutes the gain of man since Franklin's time. Therefore, neither

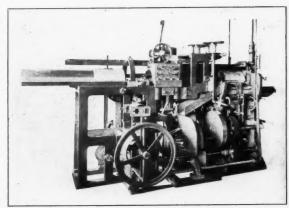


Fig. 1.

THE AUTOPLATE MACHINE.

Casts, finishes, cools, and delivers ready for the press, newspaper printingplates at the rate of from four to eight a minute.

in the realm of statecraft, of philosophy, of literature, nor yet of art is it that the spirit of Franklin would wander to-day, awed, astonished and confused, but in that of physical science, the province which he so thoroughly loved and knew.

The figurative suggestion of the returned Franklin, wide-eyed and curious, intently observing the strange uses to which the materials and forces of the earth have since been put, serves but to illustrate the fact that in less than a century man has wrung for himself more helps from nature than he had previously gained in all the long history of his race. We are indeed living in the heyday of physical discovery.

But a single further thought upon the subject need detain us. Now that the mind of man has been so suddenly unleashed in the field of objective research, a field for centuries almost wholly forbidden it, are or are not the astonishing discoveries which seemingly without number are nowadays being showered from an apparently inexhaustible horn of plenty, in reality but a part — how great we do not know — of a really exhaustible capital treasure? I am not suggesting that the fund of uncomprehended or unknown phenomena can ever be drained — none would dare assert that — but I am inquiring whether the time may not come when the easily discoverable, the readily utilizable phenomena shall grow less, and men have to be

content with lesser finds, of gradually diminishing worth, for which they must ever go further afield.

Is it not conceivable that the at present precipitate rate of progress results from the sudden release of an accumulated store of aptitude for dealing with physical phenomena an aptitude that has been gathering for many centuries without an opportunity for its application - which is now hastily catching up with easily discoverable things and is, therefore, supernormal? And is it not supposable that with the expiration of a brief span, as history counts time, man shall have exhausted much of the unknown that lies nearest to hand and be reduced to the consideration of progressively less important, more minute, and more remote phenomena? Therefore, is it not reasonable to assume that at some distant, perhaps far distant, time the world will reverently look upon the present era, as in art and philosophy we moderns look upon that of Greece, and refer to it as the Golden Age of Science?

However interesting this train of thought may be, suggested as it was by contemplation of the wonders that have flown to earth since first this venerable hall was built, I am sharply conscious of the fact that my lecture to-night is to be not upon the general topic, Science, but upon only that department of physics which deals with the mechanics of one of the branches of printing.

### II.

Of all the mechanical creations of man, perhaps that which has worked him the greatest good is the art of printing. Upon it depend all other arts for their propagation and preservation. And not only do the arts, using the word in its broadest sense, pass current through the medium of the printed page, and owe to it their permeability and perpetuation, but so also does every thought of the mind which is held worthy of multiplied expression. Indeed, of all the whirring, hurrying, helpful enginery of the day, but a single device, the printing-press, is engaged in preserving against the needs of those to come the gathered knowledge of mankind. In the domains of his thought, his sight, his action, man has set up the press to speak for him; and out of it there ceaselessly pours the perfect record of them all.

It is of the journal, the daily newspaper, in which appears the likeness of the vast structure of each day's human experience, that it is my duty to speak to-night. Not, I regret to say, of the newspaper itself, of its phenomenal powers, and the intricate tendencies for good or evil which still seem inextricably linked in its pages, but of the insensate automata which, under the hands of its sponsors, bring the newspaper into physical being and launch it in daily myriads upon the world.

Printing began with the making of handcut blocks, which were used to stamp their similitude upon other surfaces. Later, blocks called type, bearing each a single character, were made, and these, when combined one with another, produced words which, when gathered into sentences and paragraphs, became the page. The great impetus given the typographic art by the introduction of "movable types" was due to the ease and economy with which text could be prepared for the press and, after printing, the type-page be resolved again into its component characters, which thereupon were fit and ready for further use.

The work of cutting characters being slow and costly, recourse was soon had to casting them, of an alloy of lead, antimony and tin, from molds, now called matrices. These were made of plaster, from types or dies which had been cut by hand, and, later, of copper from harder dies which, upon being driven into it, left their impress. Until recently the driven matrix was exclusively used, but nowadays the

manufacturers of type cut their matrices by means of a power-driven engraving device, the controlling-lever of which is guided by hand along the edges of a large template, or raised representation of the particular character to be cut. Thus, by means of the Benton-Waldo machine, unskilled men working with great rapidity can produce the most intricate matrices at little cost. When matrices are required to be made in large quantities, as for use with the typemaking and composing machines of the modern printing-office, they still are driven, the dies, or "punches," employed being engraved by the Benton-Waldo method. The matrices of extremely large type-sizes, which are now upon the market, are usually neither punched nor cut, but are electrolytically deposited copper impressions of existing types.

For many centuries the setting of type was a manual operation. It required a high degree of special knowledge, and great dexterity. With the setting, or "composition," of a page the typesetter's work did not end; when the page was no longer required he had also to "distribute" the type it contained. The putting of matter into type involved the necessity of taking it out again. Such a dual process was entirely comfortable to the printer, until, and long after, the newspaper came into being. But when the value of celerity in the printing of news began to be understood, the slowness of "the man at the case" became irksome and a mechanical substitute for his eyes and hands was sought. This brought into being the crude typesetting devices of the third quarter of the last century. These, like the man, had to distribute as well as compose, and each function was given a mechanism of its own.

Meanwhile the growth of the newspaper in telegraphic matter and general bulk was pushing it on to demand still more rapid and ample appliances, and these, so far as the composing-room was concerned, were at last supplied by Mergenthaler's matrix-setting and type-line casting machine, called the Linotype (line o' type). This device worked upon a new principle. Instead of acting to set the types, and after their use to distribute them among their respective receptacles in order that they might again be automatically composed, it composed the matrices of type, and from them cast, as a single piece, a line of characters. Mergenthaler's matrix was of brass, flat and rectangular, having a V-shaped notch cut deep into one, its upper, end, the edges of which were lined with small hooklike protrusions. These protrusions were arranged to act like the convolutions of a flat lock-key: because of them a matrix could drop from the V-shaped ward bar from which it hung, during its automatic distribution after use, into only its own reservoir, or channel, of the matrix magazine. The magazine and matrix-distributing apparatus occupied the upper portion of Mergenthaler's machine, and to it, after each had been once used, the matrices were automatically returned. The convolutions of all the matrices of each character were alike; but those of no two characters were

From the channellike reservoirs of the magazine the matrices were released, by the manipulation of finger-keys, in the order in which they were wanted, and upon coming from the magazine were assembled, side by side, with their intaglio characters in line. A wedgelike piece was then inserted between each pair of words, to wedge the line out to its full width should it be short, a function in typography spoken of as "justifying." The assembled matrices and wedges were thereupon automatically transported to a casting mechanism, where their character-casting surfaces were pressed against the mouth of a slot, or mold, which was as long as the width of the column of the news-

paper for which the line was to be cast, and of breadth suitable to the height of the type-face required. In depth the mold was type-high. Against the opposite opening of the mold was placed the nozzle of a pump, by which, at the proper moment, the mold was filled with type-metal, and a bar cast having upon one edge the line of type. The mold was then automatically moved clear of matrices and pump, and the bottom of the cast smoothed by a knife. Then the cast, or "slug," having been ejected between knives to give it accurate thickness, was ready for use. Meanwhile, the matrices were lifted to a position abreast the top of the line of reservoirs from which they had come, whence, suspended each by its particular convolutions from the wards of the V-shaped bar along which they slid, they were pushed over the mouths of the channels, and each character dropped where its retaining ward ended, thus to enter its own reservoir. The wedges, or "spacebands," were left behind when the matrices were "elevated," and returned to their

Thus, by the mere acts of playing his keys, and touching a handle upon the assemblage of each line of matrices, an operator was enabled to make composed and justified lines of new type at a then unheard-of rate of speed. Moreover, the "type" he had set needed not to be distributed for reuse; the line had only to be tossed into the melting-pot of the machine to be born again as new matter. Where other mechanical compositors had required three men for their use, one to set, another to justify and a third to distribute their work, the Linotype needed but one, and could be worked with such ease and rapidity that it went instantly

into general use.

Upon the heels of the success of the Linotype came another device, the Monotype, which, although not of so great value to the newspaper publisher, was gladly received by the printer of books and commercial work. The Monotype consisted of two independent mechanisms, the one a keyboard by means of which the operator was enabled rapidly to perforate a paper ribbon with holes which represented characters, and the other a typecasting mechanism to which the perforated tape thereafter was fed. The latter device comprised a movable frame, in which the matrices of 225 characters were fastened, a type-mold, automatically adjustable to suit the various widths of the characters of the alphabet, with which a metal pump was connected, and pneumatic mechanisms for controlling the position of the matrix-carrying frame, and the width of the type-mold. To these was added a general mechanical organization which enabled the perforations of the ribbon, by means of air, as it was drawn through the machine, to properly place the matrix-frame and adjust the mold for each character needed; while the pump and its cooperating parts acted to cast the character, and place it in its correct position in a tray, or "galley," at the rate of 150 characters a minute.

Of all the typesetting machines, properly so called, which preceded the Linotype but one has survived—the Thorne-Simplex-Unitype machine. In this, foundry-made type are contained in slotlike reservoirs cut in the periphery of a drum. About the bottom of this drum, which stands on end, rotates a flat disk, and out upon this the type are thrust when released by the keys, and by it are carried, in the order of their release, into a mechanism which picks them up, sets them on their feet, and assembles them into a line. They are then taken, in lengths of a column's width, and, being quickly justified by hand, are ready for use. A clever device of this machine is the means by which it is enabled to take a whole galley of type and properly distribute it among its reservoirs. This is accomplished by providing the type-body of each character with

an arrangement of "nicks" which is possessed by the body of no other character. At the head of each slotlike reservoir is a particular arrangement of wards, like those of a lock. The wards of a reservoir will permit to enter it only the character whose body has nicks to suit. The lines of type which are to be distributed are automatically taken from their galley and inserted, a line at a time, into slots in an upper drum. This surmounts the reservoir drum already referred to, the axes of both, and the alignment of their slots, being common. The upper drum rotates with a step-by-step motion, and at every stoppage its slots coincide with those of the lower drum. Thus it will be seen that as soon as a character carried by the distributing drum, reaches a position above its own reservoir, it will drop into it, but that no other character can do so.

In these few words I have sought hastily to carry the art of typesetting through its various stages of progress, and to describe the mechanisms by which it is practiced to-day. Where an expert compositor could formerly set by hand but 750 "ems"\* an hour, he has been known with a modern machine to set from 3,000 to 12,000 ems. Such large daily papers as the New York Herald and the New York World each use from sixty to seventy Linotype machines (the New York Sun uses Monotypes). Without such machines it would be physically impossible to issue newspapers of this class, in so far as their bulk and the celerity of their publication are concerned. So much has the mechanician done for the setting of type.

### III

Coincident with the introduction of movable types one first hears of the printing-press. This instrument is said to have come of humble origin; to have been in fact but a development of the cheese, or cider, press common in medieval times. It first consisted of two plates, between which the inked type, covered with a sheet of paper, was introduced, and by which it was pressed. The necessary squeeze was applied by means of a hand-turned screw, set in a surrounding frame, which bore upon the upper plate. Next came an improved form of screw-operating mechanism. Then the lower plate was made to slide out to receive the type "form," as it is now called. And later a frame, covered with fabric, to which the sheet was secured, was made to hinge down upon the type, before the table upon which the type rested should be slid beneath the upper plate. This plate is now called the "bed," and the sheet-pressing plate, the "platen," of a press. In those days the ink was applied by means of hair-stuffed leathern balls. These, dabbed with ink, were patted together until their ink-film was suitably evened out, or "distributed," and were then carefully pressed upon the type. With such a press about two hundred sheets of small size, printed upon but one side, could be done in an hour. At its next step the press became of iron, and was adapted to print larger sheets. Then a genius conceived the idea of replacing the flat, sheetpressing platen by a rotating cylinder, upon the surface of which the sheet was held by bands of tape. Beneath this cylinder the type-form was pushed, and thus the cylinder printing-press was born. Next were applied ink-charged rollers, made of glue and molasses, which, as the type was pushed toward the cylinder, served to ink it. Better means for propelling the type-bearing table, or bed, were soon forthcoming, as well as for causing the cylinder to turn more accurately, and with greater certainty to take on and

<sup>\*</sup>The em represents the square of the size of the type used, and is derived from the letter M, which is as broad as it is long. It is the unit by which composition is measured: if a column is twelve ems wide and measures fifty lines long, it is said to contain six hundred ems.

give off the sheet. Power, other than that of the hand, was next applied, when it became possible to print sheets, upon one side, at the rate of a thousand "impressions" an hour.

Meanwhile the flat, or "platen press," as it is called, shared in the general advancement of the engineering arts. It became a self-acting machine — of itself took its sheet from the hand of the printer, drew it into position to be printed, and impressed it upon the type, which it had previously inked. Thereafter it gently laid the sheet upon a table, a thousand such sheets to the hour. Having attained to this degree of development the growth of the platen species of printing-press ceased forthwith, and, except in connection with the smaller sizes of commercial work, and a few obscure branches of the printing industry, it is no longer a factor.

### IV.

As an increasing speed of production is ever of the essence of industrial progress, the mechanical species which survive are necessarily those which lend themselves to celerity. Of such a species was the cylinder printing-press. With the betterment of materials, and of motion-producing mechanisms, the attainable speed of its reciprocating typebed and its sheet-bearing cylinder, soon enabled it to outrun the older and more cumbrous flat press; and thus it came to assume the burdens of news-printing. The singlecylinder press, printing upon one side of a sheet, was soon followed by a machine having two sheet-bearing cylinders, and a double-length bed upon which forms a type for printing the back, as well as the front, of a sheet were borne. By an ingenious arrangement of endless tapes the sheet, having been printed upon one side by one cylinder, was transferred to another cylinder and by it printed upon its other side. Such a press was said to "perfect" the sheet, and so came to assume the name of "sheet-perfector." Other double-cylinder presses, also, were used, which were adapted to print upon but one side of the sheet. Such a machine carried upon its bed the type for but a single side, to which each cylinder in turn presented a sheet; the one cylinder upon the forward stroke, and the other upon the backward stroke, of the bed.

Fifteen hundred papers an hour were not, however, long going to satisfy a public rapidly growing in its appetite for news; so another step was taken, this time by Applegath, for the London Times. By setting a cylinder upon its end, its axis in vertical position, and fastening into its surface the metal column-rules of the paper, Applegath was enabled to lay the columns of type between these rules and so clamp them to the column-wide facets of his cylinder as to cause the type to withstand the centrifugal force of a quite respectable velocity of rotation. About this type-bearing cylinder were set parallel, sheet-bearing cylinders, to and from which hand-fed sheets were conveyed by rather complicated systems of tapes. In this way the Times for many year's was printed. Hoe, in this country, conceived a better arrangement. By the use of wedge-shaped column-rules he was enabled so firmly to hold the columns of type in place as to be able to set his cylinders in a horizontal position. Hoe presses having four, six, eight and even ten sheet-bearing cylinders, which ran in contact with the central type-bearing cylinder, thereupon quickly came into general use. Having a "speed" of two thousand turns of the type-cylinder an hour, such a press, with ten sheetbearing cylinders, was capable of turning off twenty thousand sheets. These, being printed upon but one side, had, of course, to be put through the press again, the type-forms, meanwhile, having been changed. Hoe's next step was to

place in a machine two type-bearing cylinders, so that both sides of a news-sheet might be printed at a single operation.

### V.

But even ten or twenty thousand newspapers an hour failed to satisfy the growing public need. The presses of the day were already working at top speed. Typesetting was so slow and costly that forms could not be set for more than one press; so an establishment was limited to the use of but a single machine for each side of its newspaper. Something had to be done. For some time there had been known and used the process of stereotyping, which was that of producing replicas of a form of type, in typemetal. To practice stereotyping a type-form was stamped into a moist clay surface, where it left its impression. The clay was baked, then put into a receptacle and typemetal poured upon it. When the cast had cooled, the clay was broken from its surface, its edges were trimmed with a tool, and its back smoothed with a plane. Then it was ready for press. By repeating the processes of molding and casting it was possible to continue indefinitely to reproduce a type-form. But the resulting stereotypes were flat, and for the rotary news-press it was desirable, if higher speeds were to be obtained, that printing-forms should conform to the curve of its cylinder.

In this hour of the newspaper's need some one, it is not certain who, conceived the idea of substituting for the clay of stereotyping a sheet of papier-maché. This was composed of several thicknesses of soft paper, moistened with paste and covered with a skin of rice tissue. It was laid upon the type and beaten in with a brush. Type and paper were then covered with a dry blanket of felt, and thrust into an ovenlike press till the mold was dry. Such a matrix, being flexible, could be conformed to the interior of a curved casting receptacle and, being tough, could be stripped from a cast and used again. This method of stereotyping originated abroad, and was brought to this country by Traske, who first put it to work upon the New York Herald and the New York Sun. Thus, for the first time, the newspaper was enabled to make innumerable curved replicas of its type-forms, and indefinitely to multiply the number of its printing machines. It should be noted in passing that with the advent of the curved stereotyped printing-plate the larger newspapers ceased to use type for the purpose of printing.

The substitution of curved stereotyped printing-plates for type gave to the newspaper two new advantages. Many presses could be used, and these could be run at higher speeds than were possible where printing surfaces were made up of individual types, held to a cylinder merely by wedges. Bullock, of Pittsburg, was the first to offer a press which properly utilized these advantages. His machine was not only adapted to use curved stereotypes at a high rate of speed, but to it he attached one device for severing sheets from a roll of paper, thereby feeding his press automatically, and another for rapidly laying the sheets, when printed, neatly in pile. His press, thus being automatically fed and delivered, and adapted to print from curved plates upon both sides of a sheet, quickly came into general use. Hand-fed machines for folding newspapers were already in vogue, so it was but a short step to the attachment of such a folding machine to the press itself.

But progress was still insistently at work. The annoyance of carrying separate sheets through a rapidly running machine must be dispensed with. This was soon accomplished, and the paper was drawn from the roll into the press and printed while still in "web" form upon both its sides, when it was cut into sheets and folded. Thus there

resulted the web-printing, as distinct from the sheet-printing, machine.

Further improvements now followed one another in rapid succession. The slow, intricate, and uncertain choppingblade folder at first employed was replaced by a rotary device which, working with simplicity and accuracy at a much higher velocity, greatly increased the productivity of the press. The products of two presses were next run into a single folder, which thereupon delivered a folded newspaper of double the usual number of pages. These two innovations were first put into practice by Andrew Campbell,\* of New York city. The columns of the print, which theretofore had run across the web, were next turned about and run with it. Thus the center margin of the newspaper, along which it is folded, became the center-line of the web. As a curved stereotyped plate occupies but half the circumference of the cylinder of a newspaper press, two were required to complete the circle. As each printing cylinder bore four such plates, and there were two such cylinders, it was possible at each revolution to print an eight-paged paper. By cutting the sheet from the web between the forward and after pages, and laying the first half upon the last, an easily handled eight-paged paper became possible. Such a paper had neither to be cut by hand, nor turned inside out, in order that its pages might be read in sequence. This operation was called "collecting." There were occasions when the forward and following plates were alike; then the sheet-collecting mechanism was disconnected, and the papers delivered had but half the number of pages. In this way four-paged papers were run. Such a press was able to deliver twice as many papers having four pages as eight. The products of two printing machines, when run together into a collecting mechanism and folder, resulted in sixteen-paged newspapers. But, with the collector thrown

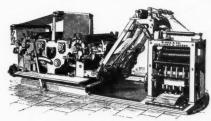


Fig. 2.

HOE STEREOTYPE PRINTING-PRESS OF THE EARLY EIGHTIES.

Capable of printing four or six paged papers at the rate of 24,000 an hour, or eight or twelve paged papers at 12,000. Illustrates the use of angled bars for transferring from one side of the press to the other a portion of the paper web, the V-shaped device for giving the paper its longitudinal fold, and the rotary mechanism by which the sheet is severed from the web, folded, and delivered. These principles are found in the newspresses of the present day.

out of operation, twice as many eight-paged papers could be obtained. With three presses the respective products were twenty-four paged, if collected, twelve, if uncollected; with four presses, thirty-two and sixteen. Meanwhile, it had become possible to combine the full-width web of one press with a half-width web, one page in width, brought from another. Thus, such a product, if not collected, produced a six-paged paper or, if collected, a paper of twelve pages. In this manner it became possible to print at will,

upon a machine having four printing-couples, newspapers with four, six, eight, ten, twelve, fourteen, sixteen, twenty, twenty-four, twenty-eight or thirty-two pages.

Meanwhile, the practice of cutting sheets from the web before they were folded had given way to a more certain and rapid method. A new form of folding device was introduced which comprised a V-shaped frame of iron, down over which the printed web was drawn by two milled rolls, revolving together, at its lowermost point. The web, coming full-width over this device, was so shaped or formed thereby in the course of its travel downwardly over its face and about its sides, as to enter the rolls beneath its "nose" as a folded web. Thus it became possible to give the sheet while "on the run" its first, its longitudinal fold, and to do this before it should be severed from the web. Beneath this device, or "former," as it is called, was placed a pair of cylinders which cooperated to give the already once-folded sheet its second, or transverse, fold, and thereafter to sever it from the web. The act of cutting was accomplished by pressing a sharp, serrated blade, carried by one cylinder, into a slotted rubber bar, carried by the other. The principle of cutting demanded that the sheet be held taut over the cutting-slot, while the saw-toothed blade burst through it. This was accomplished by placing at each side of the knife spring-supported wooden bars which, pressing the paper against the rubber at each side of the blade, held it taut at the moment of cutting. One of the cutting cylinders bore pins which, impaling the leading end of the once-folded web, enabled it to carry the paper part way around till the instant should arrive at which it was cut from the web and became a "sheet." Then, as the pins released its forward end, the sheet was struck across its middle by a suddenly protruded folding-blade carried within the cylinder, and driven downwardly between a pair of coöperating rollers by which a second, or transverse, fold was given it. The twice-folded paper was then shot into a rotating frame of S-shaped arms, called a "fly," which laid it upon a slowly moving apron of endless bands from which, when papers enough had gathered, it was removed by hand. Working in conjunction with the fly was a device which slightly threw out of position every fiftieth paper, so the necessity of hand-counting, except for smaller quantities, was dispensed with. It should be added that the cylinder which was opposed to the sheet-bearing cylinder described, was itself so fitted with pins that it could perform the function of collecting, and thus papers of double the number of pages could be produced. This cylinder bore the serrated knife, while the sheet-bearing cylinder carried the rubber slot, and folding-blade, described. When it was wished to collect, to add the forward to the after product of the press, the pin mechanism carried by the knife-cylinder picked from the other cylinder the first oncoming sheet by its forward edge, and, after making a revolution which gave the second sheet time to arrive, replaced the first sheet upon the first cylinder directly upon the second sheet. The collected product was thereafter folded, delivered and counted as a single newspaper.

But few other features of the press under description — which is the news-press of the present day — remain to be mentioned. Some years ago it became the practice to construct presses of four pages in width. This necessitated the employment of double-width webs. Its advantage lay in the fact that by means of two rounded bars, set at an angle with respect to the direction of travel of the paper, it was possible, after the web was printed and split, to transfer one part of it across the press and impose it upon the other part. Thus the portion of the web printed at one side of a press could be transferred laterally, and associated with

<sup>\*</sup> Machines having Campbell's rotary folder were used by the Jersey City Evening Journal and the Cleveland Leader. In the machine last mentioned the webs of two presses were run into one folding mechanism and there assembled and folded as a single product. Campbell failed to patent his inventions and thus lost them.

the portion printed at the other side of the machine, and both pass into a folder, to emerge as a single product of a greater number of pages.

The printing machines of the present day are composed of many printing-couples, the products of which are gathered, folded, and delivered by one or more folding machines. A printing-couple is composed of a plate-bearing printing-cylinder and its coöperating blanket-covered pressure-cylinder. It is by the latter that the web is borne to receive the impress of the type. A four-couple press of four pages in width has usually two folding machines, or "folders" as they are called. The normal speed of the modern folder being 24,000 newspapers an hour, such a press may be run at the hourly rate of 48,000 four, six or eight paged papers. Or, if its two webs are split, and the parts from one side

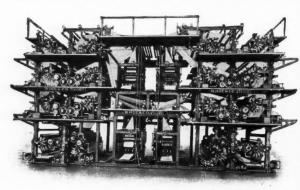


Fig. 3.

HOE DOUBLE OCTUPLE PRINTING-PRESS.

Composed of eight double-width printing mechanisms and eight folding-machines. Its maximum indicated capacity is 192,000 four-paged, or 96,000 eight-paged papers an hour. When completely plated it requires 128 stereotyped printing-plates.

are transferred over and combined with those of the other, and all are run into the same folder, then, as but one folder is being used, the number of pages of each newspaper produced may be doubled; but a production of but half the number of newspapers will be possible. Thus ten, twelve, fourteen or sixteen paged papers may be produced by a four-couple press, which is technically known as a quadruple, or "quad," machine, at the rate of 24,000 copies. A machine having six printing-couples, known as a sextuple, or "sex," by using two folders, is capable of all the combinations of a "quad," but, by its use of an additional web, is able to make ten and twelve paged papers at the rate of 48,000, and eighteen, twenty and twenty-four paged papers at the rate of 24,000, an hour. An octuple, having eight printing-couples and using four webs, is capable of turning out products of fourteen and sixteen pages at the greater rate, and of twenty-six, twenty-eight, thirty and thirty-two pages at the lesser rate of speed. Octuple machines usually have four folding mechanisms, and thus are able to attain a rate of output, upon products having eight pages or less, of 96,000 copies. There are also machines in use having twelve printing-couples, while still others, known as double octuples, have sixteen. With collecting mechanisms at work, a product of double the number of pages may in each case be obtained, but at half the full rate of production.

Competition has recently driven the manufacturers of news-presses to rate their machines higher in speed than that mentioned, but as no essential change has been made in the mechanisms employed, little real gain in the actual hourly average of product has resulted. It should be understood that the rates of output cited are merely "indicated." In practice, the speed of two hundred turns of a presscylinder per hour which, if continued for the hour, should produce with one folder 24,000 copies, actually results in but from 12,000 to 18,000, more or less. A press must be stopped when each of its web-rolls expires and resupplied with paper, which greatly reduces the number of minutes run in the hour; and paper-breakage, which is a frequent source of trouble and delay, still further reduces its output.

In the foregoing description of the development of the modern news-press, as of the composing machine, I have not thought it necessary to refer to the transitory forms of mechanism which have occasionally appeared, but have deemed it sufficient for the purpose of this lecture to trace the main stream of progress along which the machine of to-day has come.

### VI.

From the foregoing it will appear that the newspaper now depends upon the coöperation of three important mechanical departments: the composing-room, the stereotyping foundry, and the pressroom. Having shown how the newspaper is "set," and how it is printed, I shall now take up the indispensable link which connects the two. This brings me to the main subject of my lecture, "Stereotypy, Old and New." In order to illustrate the great importance of the art of stereotypy, I shall set before you the images of two newspaper offices, the one lacking, the other having, the advantages which stereotypy confers. In the first, the type, clamped in curved frames called "turtles," may be used upon but one press. The turtles having been secured in place, and the machine started, in the course of an hour's time ten thousand copies, or at most twenty thousand, are produced and distributed. How little such a puny output could satisfy the needs of the present day will appear when it is known that the circulation of many evening papers is now above three hundred thousand copies, and that there are some that closely approach to half a million. My second image need be nothing more than that suggested by the statement that in a modern metropolitan newspaper office there will often be found, combined in one form or another, from forty to sixty complete perfecting printing mechanisms; and that within twenty minutes after the arrival at its stereotyping foundry of the last page of type all of the presses of such an establishment, fully supplied with printing-plates, will be turning off newspapers at the rates of speed I have mentioned. The importance of the art of stereotypy at once becomes obvious when it is realized that by means of it to employ a plant containing sixty press units is now possible, and that such a plant is capable of producing the equivalent of from seven to ten hundred thousand eight-paged newspapers an hour. Thus it will be seen how vastly stereotypy has multiplied the productiveness, and, therefore, the usefulness, of one of man's greatest mechanical discoveries - type.

In the year 1890 I first became interested in the art of stereotypy, which was then being practiced exclusively by manual means. But a few devices, power-driven and hand-controlled, had been provided to facilitate its work. One was used to remove the riser, or sprue, of the freshly cast plate, while another, after the plate had been dropped into it by hand, served to smooth out the plate's inner, or seating, surface. In but one other function was the work of the hand assisted by power. The moist papier-maché sheet, or "flong" as it is called, after it had been laid upon the typepage and covered with a felt pad, was molded to the face of the latter by an iron roller beneath which it was drawn

upon a bed propelled by power. Excepting these, all of the operations of stereotyping required the direct employment of the thought, the eyes, and the hands of workmen.

The process of stereotyping then in vogue may briefly be described as follows: To prepare the flong two blotterlike sheets of paper were pasted together, and upon one side of these, four sheets of close-fibered rice-straw tissue. The paste used, its composition then a trade secret, was of flour, a clay and a germicide, the latter to prevent fermentation. Flongs enough were made for the next day's requirements, and these were allowed to season in a moist place. As each type-page reached the foundry a flong was laid upon it, tissue-side down, and upon the flong was spread a closely woven stout felt blanket. Page, flong and blanket were then run beneath an iron roller, the operation of molding thus being performed. Before the advent of the molding-press, the flong was beaten into the face of the type-page by long-handled brushes, a slow process, which the roller superseded. From the molding press the typehad fetched it from a near-by cauldron. After the appropriate time for solidification had passed, the mold was opened, and the casting, with its clinging paper matrix, was removed. Then the delicate operation of stripping the matrix from the face of the cast was cautiously performed, and the matrix was returned to the mold, and repositioned for another cast. Meanwhile, the first cast was placed upon the cylinder of a "cutting-off" device where, after having been nicely positioned and securely clamped, it was turned beneath a power-driven rotary saw, and its riser, or rough upper end, removed. The saw of this apparatus was so shaped that it left the curved edge of the cast beveled. The cast was then turned and its other end passed beneath the same saw, in order to insure to it, likewise, a satisfactory clamping surface. The cast was next inverted and dropped, face-down, into the hollow of a "shaving-out" device, in which a rotating straight-edged knife served to smooth, or plane, its inner surface, and to give it an accurate thickness. In order to reduce the surface thus needing



Fig. 4.

A FINISHED STEREOTYPED PRINTING-PLATE.

page, with its molded flong (now become a matrix) still clinging to its face, was carried to a steam-heated iron table where, the molding-blanket having been exchanged for several layers of dry soft blanketing, an unheated iron plate, or "platen," was screwed down upon it. Heat, thus applied to the type, drove all moisture from the matrix into the blankets, and usually in from four to six minutes the matrix, or "mat" as it is usually called, became dry and was ready to be cast from. In the eighteen years that have since elapsed this process of molding and drying has undergone but a slight improvement. Better paper and paste have increased the durability of the matrix, and an improvement in technic has made it more sensitive to the delicate "effects" of modern illustrations; but, if a slight reduction of the time consumed in its making be excepted, the process of matrix-making has scored no substantial gain. Of progress in the making of plates, however, a different story can be told.

When stereotyping was first adapted to newspaper printing, certain implements were necessary in order that suitable printing-plates might be made. The employment of the rotary press required that the plates be curved. It was also requisite that they be of uniform thickness, and that their curved ends be beveled so that they might be held by clamps to the cylinders of the press. These conditions necessitated the use of a curved casting-mold, or "box," as it is called. In this the paper matrix was bent and clamped. The mold was then closed, a hinged, semicylindrical core acting as cover, and into the mold a ladleful of molten stereotype metal was poured by two men who

to be planed it was customary to construct the core, about which the cast was to be made, with narrow, circumferential grooves, set an inch or so apart. In the casting operation these grooves were reproduced upon the inner surface of the cast as ribs, or finishing strips, and furnished a surface which, when planed, was ample to support the cast plate under the pressure of printing. After it had been shaved the cast was next placed, face up, upon a fixed cylinder, or "horse," where two men, with hand-plane and chisel, removed from its edges all superfluous metal, which might otherwise take ink and print. This was called "finishing." From the finishing horse the cast plate was next carried to a trough and cooled, and thence to the pressroom, where it was dried, and clamped to the cylinder of a press. All of these operations, save only the propulsion of cutting-off saw and shaving-knife, were performed by hand. And for each plate made, every function, from the precise positioning of the matrix to the drying of the finished plate, had to be repeated.

The casting-mold was a heavy and clumsy piece of apparatus, which consisted of a back and a core, a bottom "ring," beneath which the lower matrix-edge had to be clamped, two side bars, which had then to be laid upon the straight sides of the matrix to hold it in position, and clamps for finally locking the halves of the mold together before it should be stood on end to be filled. Two men were required to insert and position the matrix and put the mold together, to take it apart after its contents had cooled, and to remove the cast and matrix. Another man was required to cut off the riser, a fourth to shave the plate, a fifth and a

sixth to "finish" it, and still another man to dip it for cooling. The rapidity with which such a crew could work, with a single casting-mold, was at the rate of a plate in every minute and a half. Thus, in order to produce ten plates from a matrix, or enough to supply five quadruple presses with the plates required to enable them to print a single page, from fifteen to twenty minutes were consumed. If, in an office having five such presses, an eight-paged paper was to be run, eighty plates had to be made, the casting and finishing of which consumed nearly two hours, if but one casting-box were used, or half the time if two, as was frequently the custom, were employed.

As the circulations and business of newspapers grew, the number of presses used and pages printed rapidly increased, until at last the one hundred-odd paged Sunday issue, produced in a pressroom having no less than sixty unit printing mechanisms, each requiring perhaps sixteen printing-plates, ceased to be a rarity. As its pages and presses grew in number, so also did the stereotyping plant of a newspaper, in men and pieces of apparatus employed, till at last the pressure of platemaking became intolerable in the offices of the large metropolitan journals. Nevertheless, up to the close of the last decade of the last century, the process of stereotyping was carried on in the primitive manner described, and entailed the performance of hard manual labor, under injurious conditions of temperature and haste.

In 1900\*, the Autoplate machine was first set to work in the office of the New York Herald. Perhaps the most concise summary anywhere to be found of the nature of the change effected by the introduction of machine stereotypy is in the following extract from the New York Herald itself: "The third department of newspaper mechanics stereotyping - has remained almost at its starting point, one of the few arts still in the realm of hand labor. It is twenty years since the last improvement was made, and now, in the last year of the century, the art is raised to the mechanical level of its sister arts by Mr. Wood's invention, which does automatically, with few men's hands to aid it, what formerly required many hands and fourfold the expenditure of time. Thus, in the closing year of the nineteenth century the last act of the mechanizing of the printing-trade has been accomplished. First came the rotary press in 1860, then the Linotype in 1888, and now the Autoplate in 1900."

Speaking generally, the Autoplate consists of a casting mechanism and a series of finishing mechanisms, which automatically coöperate in one machine to make the casts and finish them. When used to make plates of the conventional half-inch thickness, its speed is four finished plates a minute; but where the thickness is but a quarter of an inch, from seven to eight plates a minute are easily to be obtained. In the casting mechanism, which occupies one end of the machine, the matrix is placed. The operator, by the movement of a lever, then starts the machine to casting, and this proceeds automatically until the desired number of plates is made, and forwarded to the finishing mechanisms. Then, by a reversed motion of the lever, the casting mechanism is brought to rest, when the matrix is exchanged for that of another page. So quickly may this exchange be made that there is lost but the time required to make one cast. Meanwhile, the finishing mechanisms, which run continuously, finish and eject the remaining plates of the previous casting operation. While the machine is at work the matrix is cared for automatically; once having been

inserted, it requires no further attention until its full quota of plates is cast. The matrix-controlling mechanism is so constructed that the matrix is mechanipulated with the utmost gentleness and precision; and as many as a hundred casts may be made from a single papier-maché mold.

From the casting mechanism the plates go automatically through various finishing operations, and when delivered are ready for the press. These operations consist of sawing off the sprue, which is cast by the Autoplate machine at one of the straight edges of the plate; of sawing a narrow strip from the other straight edge of the plate; of shaving the plate's inner surface to bring the plate to accurate thickness; of accurately dressing the beveled clamping edges and, upon the latest machines, of finally bathing its inner surface to cool the plate, without wetting its printing face. Thus the entire work of casting, finishing and cooling plates is now automatically performed at the rate of eight plates a minute, by a machine which may be run by four men, whose only work consists of supplying its furnace with metal, its casting mechanism with matrices, and of removing the finished plates when ejected by the machine.

By the hand method of platemaking the same amount of work could not have been done by less than thirty-five men; and even with so large a force the saving of time made possible by the Autoplate could not have been obtained, for eight matrices, instead of but one, would then have been

required.

The time saved a newspaper by means of the Autoplate machine may be divided into two parts: that which occurs in the closing of its type-pages, which latter, because of the speed of the Autoplate, may now be held open longer than was previously possible; and that which occurs in starting the presses after the last page is closed. Not only may the first press of a battery be started earlier, but each succeeding press will receive its full complement of plates many minutes ahead of its former starting time. Thus a large portion of the time that each press formerly spent in waiting for plates is now utilized in producing newspapers, and a great increase of product during the first portion of a run is obtained. It is apparent, therefore, that the Autoplate increases the capacity of the composing-room, by giving it more time in which to work, and enlarges that of the pressroom, by making possible the early starting of presses which otherwise would stand idle awaiting their plates; thus fewer presses need be used. Furthermore, the Autoplate shortens the time between the receipt of news and its publication, a matter of the utmost importance, and reduces the cost of stereotyping.

The following is a brief technical description of the machine itself. The core, about the lower half of which the plate is cast, is a cylinder having a journal at each end. These journals, being supported by the housing of the machine, hold the core in a horizontal position. The cylinder is fed with cooling water, which enters through one journal to spray the upper side of the cylinders' inner surface, and is siphoned out through the other journal. The cylindrical core has an intermittently turning movement; for seven-eighths of a complete action of the machine it is stationary, and during the other eighth is given a half turn, and brought to rest. Thus, each of its two semicylindrical surfaces, or faces, is alternately beneath and above. Below the cylinder is a cooperating concave part, called the "back," which has a periodical up and down movement of about six inches. When in its uppermost position it embraces the lower half of the core, with space enough between the two in which to cast a plate of the desired thickness. For three-fourths of the machine's cycle of operation the back is in engagement with the core, after

<sup>\*</sup> Illustrations of the various operations of hand-worked processes of stereotyping accompanied Mr. Wood's lecture. Considerations of space have prevented their reproduction here.— EDITOR.

which it drops away, to permit the semirotation of the cylinder. The back, when casting is not being done, lies at rest in its lowermost position, ready to receive a matrix. At each of the straight sides of the back is a sliding bar carrying a spring-seated matrix-clamp. These bars are secured together and can be moved out or in, after the fashion of a drawer. Extending from the back, toward the operator, is a concave continuation of the back, upon the straight edges of which these matrix bars may be pulled to their outermost position. This extension is called the loading-tray. In it the matrix is laid to be put into the clamps. After the clamps have been closed upon it, they and the matrix together are slid into the space between cylinder and back. Then the casting-lever is thrown down, and the parts of the casting mechanism go automatically into operation, when the back, carrying the clamps and matrix, rises to its position beneath the under side of the cylinder, and the matrix is accurately positioned for casting within the circle of the box. Thus there is provided between core and matrix a

d.

y

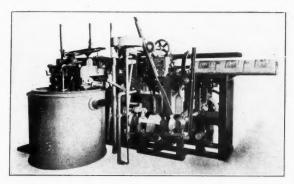


Fig. 5.
THE AUTOPLATE MACHINE, REAR VIEW,

semicircular space equal in length, breadth and thickness to the dimensions of the plate to be cast. At one of the straight ends of this space, and completely closing it, is the long straight mouth of a pump-spout. Through this spout, propelled by a pump which is immersed in a cauldron which usually holds twelve thousand pounds of molten stereotype metal, the charge is sent into the casting space described immediately the back has formed it. The opposite straight side of the casting-chamber having already been closed by the matrix-clamping bar carried at that side by the back, the injected charge of molten metal (usually of about forty pounds) is securely held until it has been cooled by the water-chilled cylinder and back. As the pump's plunger is operated by a cam-compressed spring, which continues to apply its pressure to the metal in the chamber during its solidification, the shrinkage of the cast is minimized. In the Autoplate machine metal is usually run at 475° F., and a half-inch plate requires about ten seconds in which to solidify. Therefore, after ten seconds of dwell the pump plunger is released and draws down from the mouthpiece all the molten metal it contains, which leaves nothing but the cast to be dealt with when the chamber is opened. So sharp is the line at which congelation ceases, an inch above the head of the plate, that, after the remaining molten metal has run back into the pump-cylinder, and the plate been ejected, no metal, either in molten or solid form, is left in the mouthpiece to cause clogs or other difficulties. The cast having been made and cooled, the back descends, and the matrix-retaining clamps, which are spring-controlled, gently strip the flexible matrix from the plate,

which still adheres to the under side of the cylindrical core about which it has been cast. So soon as the stripping of the matrix is finished - a delicate operation, performed with great dexterity and speed by the machine - the cylinder is caused to make its half-revolution, and the plate is brought thereby out of position beneath the cylinder to that above it, where it comes to rest. Then back and matrix once more close against the under side of the cylinder, the pump acts, and another plate is cast; but this time upon the reverse side of the core. Meanwhile, the first cast has been moved from the top of the core and pushed along, upon its straight edges, between two horizontally rotating saws, making 3,500 revolutions a minute. These remove the narrow sprue cast upon one straight edge of the plate, and the narrower overcast portion at its other straight edge, and trim the plate at both edges close up to its type surface. After passing the saws, the plate enters beneath the dome of a shaving arch, where it comes to rest. Into the smooth inner curve of this it is then lifted and clamped, and a straight-edged rotating knife promptly smoothes out its inner-surface ribs, thereby bringing it to proper thickness. As the process of shaving gives the plate not only its thickness, but also the exact curvature of the press-cylinder upon which it is to be clamped, it is most important that it be accurately performed. This is insured by having the parts of great strength and accuracy, and by passing water through the arch-casting. The latter prevents the distortion of the arch, and, consequently, of the plates, which would occur if the shaving-arch were permitted to accumulate heat and expand. At each end of the shaving-knife is fixed a small, hooklike chisel. These reach over the beveled edges of the plate, made roughly in casting it, and trim them close to the type. By this time a second cast has reached the "shaver," as that device is called, and the first plate, being finished, is drawn out by a device and passed over a wetting apparatus. By means of the latter the plate is given its final cooling from its inner side only, which leaves the type side dry. The plate, now finished and cold, is ready for press.

The fundamental principles of the Autoplate machine may thus be set forth:

The cast, being made upon the under semicircumference of a cylindrical core, may be quickly and easily ejected by a half turn of the core. This arrangement permits of a double speed in casting, as two core surfaces are alternately used - the one having opportunity to cool while the other is in use. It further provides natural postures for the work of casting and delivering the plate. Thus the plate is cast with its printing surface beneath, which insures a good face; while upon its ejection from the casting chamber it is left face up, resting upon its two straight edges, in position to be most easily mechanipulated.\* Moreover, as the operation of casting the plate occupies but the under part of the core, and that of delivering it from the core occupies only its upper part, both functions may simultaneously take place. This greatly increases the celerity with which the machine may be worked.

The matrix is mechanipulated, the mechanism used for the purpose acting with a gentle, uniform motion to position the matrix with accuracy for each cast to be made, and to strip it from the resulting cast without injury of its delicate texture. As many as one hundred casts have been made from one matrix.

<sup>\*</sup>In my experience I have frequently felt the need of a word which should express the "handling" of its work by a machine, as the word "manipulate" expresses the handling of the work of a man by his hands. To fill the gap, I have made bold to coin and use the word "mechanipulate," which is here employed.

Several safety appliances are embodied in the machine. One consists of a stud with a V-shaped nick which is cut to surround its middle portion. This stud, being inserted in a hole common to two adjacent elements of the driving mechanism, serves to communicate from one to the other the power furnished to drive the machine. As the nicked portion of the stud lies at the point of juncture of these elements, and its nicked section is of sufficient strength to transmit the necessary power, it will serve under normal conditions to drive the machine. But, as the nicked section of the safety-pin, as this is called, is weaker than the weakest part of the machine, it will instantly give way if the machine be obstructed, and the machine will then come at once to rest without having suffered damage. The obstruction having been removed, and another pin inserted, work may immediately be resumed. As Autoplate machines were destined to be used by workmen then unskilled in the care and use of automatic machinery such a safety device was necessary. Error-preventing appliances, also, are employed. By means of these it is not possible, for instance, to insert the matrix-clamping mechanism in the casting-chamber unless, the matrix being inserted, all parts are in proper position; nor is it possible to start the casting mechanism to work until the matrix-clamping device is safely and properly positioned in the castingchamber. During operation the matrix device can not be withdrawn from the chamber; but in order that it may be withdrawn casting must first cease. While the castingchamber is open, and the matrix parts are out of position, the pumping system is under restraint, so molten metal can not, by any carelessness of a workman, be ejected. By these various means the Autoplate machine has so successfully been made "foolproof" that a mishap to man or machine is an extremely rare occurrence.

Autoplate machines cost \$25,000 each. The New York Herald has three, the New York World four, the New York Times two, the Chicago Daily News four, and the Tribune of Chicago three; the Post of Boston, the Globe of Boston, the Brooklyn Daily Eagle, the Kansas City Star and other large newspapers throughout America, Great Britain and Europe also have them in use. Many instances of payroll savings, ranging from \$30,000 to \$40,000 a year, may be set to the credit of this machine; while in the saving of time, a still more valuable consideration, some surprising results have been achieved. One of the largest New York daily newspapers, for instance, is now closing its typepages twenty minutes later than it formerly could, and whereas its whole battery of presses used to require an hour or more in which to be set to printing, its battery is now got to work in less than fifteen minutes. The gain of this particular newspaper may be summarized as a yearly saving of over \$40,000 in wages; twenty minutes of added time in which to gather news and advertisements, and the ability to get all of its presses running some forty minutes earlier than formerly, which enables it to catch earlier and more trains and thus vastly extend the area over which it circulates. In addition to these advantages this newspaper has been able to increase its selling time on the street, and greatly to improve its typographic appearance.

Coincident with the adoption of the Autoplate machine by the dailies of the larger cities, there arose a demand from newspapers of lesser magnitude for a similar machine suitable to their needs. This I supplied in the Junior Autoplate, a very much less expensive apparatus, but one built upon Autoplate principles. Several functions, in the parent machine automatically performed, in the Junior Autoplate are assigned to attending workmen. The cylindrical core stands on end, and, with the back which is similarly posi-

tioned, is given additional length to provide a sprue of sufficient height to insure the pressure necessary for perfect casting. In this machine the casting space is left open at its upper—its curved—end, and is filled from an overhanging spout by means of a hand-worked pump, immersed in a ten thousand pound pot of molten metal. The back is moved to and from the core by a hand-worked lever, and after the cast has cooled and the back has been drawn away,

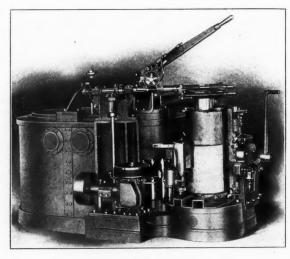


Fig. 6.

THE JUNIOR AUTOPLATE MACHINE.

Which casts, cuts the riser from, and delivers three plates a minute. These have subsequently to be shaved and cooled.

the operation of a hand-worked clutch-lever sets the cylinder to making a half-turn by power. As in this case the plate is "poured" at one of its curved ends, its straight sides require no subsequent sawing; nor do they require hand dressing, because of the fact that the matrix-edges and the clamps are made of such shape that all protrusions at the straight edges, save only the type itself, are cast below printing height. But the riser, which constitutes the upper curved portion of the cast, as in the case of a hand-made plate, must be removed. This is done during the half turn of the cylindrical core, which turns the cast out of the casting-chamber. Two saws are then thrown into position ahead of the plate, one at the height of the upper edge of the printing-plate itself, and the other opposite its lower beveled edge. As the cast passes these saws, one severs the sprue from the plate, while the other trims its lower edge. Small pockets in the cylinder surface, into which the metal of the cast runs, act, during the sawing operation, to hold the sprue and plate securely to the cylinder, where these continue to cling after they have been sawn apart. The cylinder having come to a stop, the back, with the matrix, is again closed upon its rearmost side, and another charge of metal is thrown into the casting-chamber. While this is being cooled by the water circulated in cylinder and back, the workman removes the first sprue, and, after tossing it into the pot, removes the first cast. The freeing of the sprue and cast from the cylindrical core is accomplished by means of a slight blow delivered by the straight edges of the back when it is closed for a succeeding cast. Thus freed from the core, the plate is left standing upon a shelf, on its lowermost curved edge, whence it is removed by hand. The sprue, still held to the cylinder by a couple of pins, from which it hangs, is easily removed.

Two unusual engineering practices occur in this machine. The saws, making four thousand revolutions per minute, are driven to cut in the same direction as the cast moves. This is done so that their dust shall not be thrown into the casting-chamber and prevent its making a tight joint at closing. And the upper saw is set to cut directly against the iron of the cylinder itself. Both are successfully

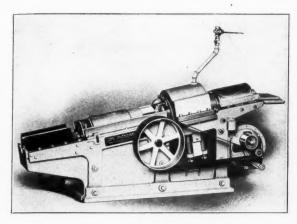


Fig. 7.
THE AUTOSHAVER.

accomplished, and work without trouble. But one further feature of the Junior Autoplate machine need be mentioned—the device employed to inform the workman when to open the casting chamber. In hand casting it is left to the operator to determine just when the cast is sufficiently hard to be removed. Thus, much time is unnecess-

be sounded just ten seconds after the clapper has been thrown into engagement with that notch. From the handle of the pump used to fill the casting-chamber there depends a finger which acts to cock the clapper the moment the pouring stroke of the pump-lever occurs. By this arrangement the gong, if its cam is adjusted to allow the normal time required to cool a cast, can be depended upon accurately to announce the arrival of the moment at which the plate should be removed. To set this device it requires merely a knowledge of the time needed by the particular metal used to solidify.

In the Junior Autoplate, it will be observed, the fundamental principles of the Autoplate machine recur: the matrix is stripped and repositioned without the intervention of the eyes or hands of the workman; casts are successively made upon alternate sides of a cylindrical core; a half turn of the core simultaneously ejects a cast and presents a fresh casting-surface; and the closing of the chamber frees the preceding cast from the core, so that it may thereafter be removed during the succeeding casting operation. In the Junior Autoplate, however, a new principle, among other minor ones, is to be found: the cast is cut from its sprue while both are attached to the core, by means of a saw working in conjunction with the latter. The rate of production of the Junior Autoplate machine is three plates a minute. Its plates, however, as delivered by the machine are not wholly finished, but require thereafter to be shaved, dipped and dried.

In many instances newspapers have purchased not one alone, but several Junior Autoplate machines. This has led to the construction of the double Junior, which consists of two Junior Autoplates attached to an elliptical pot, one at each of its ends. The pot employed is usually of sixteen thousand pounds capacity. The machines are made right hand and left, and are independent of one another. Such

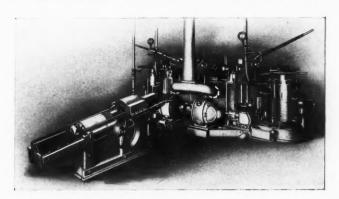


Fig. 8.

THE DOUBLE JUNIOR AUTOPLATE-AUTOSHAVER EQUIPMENT.

Which consists of two Junior machines attached to one furnace, and an Autoshaver capable of finishing their product. Capacity, six printing-plates a minute.

sarily lost. It was to save this waste of time that an announcing mechanism was applied to the Junior. It consists of a gong and a slowly driven toothed wheel, by a notch of which a spring-pressed clapper is engaged, and cocked. A camlike piece, secured to the framing but adjustable about the center of the wheel, is provided to trip the spring-pressed clapper, at any given point which may be chosen, and permit it to fly back and strike the gong. Thus, if the tripping-cam is set at a point to reach which it requires of the notch of the wheel that holds the clapper-lever that it shall take ten seconds of time, the gong will

an equipment requires the use of two matrices, one for each machine, and its rate of production is six plates a minute.

Having finished the construction of the double Junior Autoplate, a new apparatus called the Autoshaver was next provided, to shave, cool and deliver dry the plates made by Junior machines. This consists of an inclined runway of stud-supported, flanged wheels, along which the plate runs by gravity upon its straight edges. At the upper end of this runway is a receiving station, its exit barred by a camworked gate. Next along the route of the plate is a shavingarch, it also having at its lower end a cam-worked gate;

then beyond the shaving-arch is a water-saddle, the exit of which is likewise barred, and, finally, beyond this, there is a receiving station beneath which rotates a brush, to clear the plate of such water as may adhere to its under side. Driven by the operating mechanism of the machine are cams which work the gates, a constantly rotating shaving-knife within the arch, clamps for therein securing the plate, and the brush. The shaving-arch is cooled, as in the Autoplate, by the circulation of water, which goes thence to the watersaddle. There, over a series of riffles, the water breaks into cascades, which are so arranged as to compel it to contact with the inner side of the plate, and cool it. The Autoshaver makes six revolutions a minute, and is capable of receiving a plate at every revolution. To use it, it is only necessary that a plate from a Junior shall be placed and left on the receiving stand, with its straight edges on the wheels of the runway. At the proper moment the first gate opens and the plate runs into the arch, where the second gate arrests it. There it is clamped and shaved, and at the proper moment is again released, this time to run out and onto the water-saddle. After being there held for an instant and cooled, it is released by the last gate and runs forward to the delivery-stand, where, being brought to rest by a stationary stop, it is brushed out and stands ready to be sent to press. Having a capacity of six plates a minute, the Autoshaver is capable of finishing the product of a double Junior Autoplate machine. Thus it has become the custom to install with every double machine, an Autoshaver. The New York American, for instance, uses three such equipments, having a combined capacity of eighteen finished plates a minute. In this newspaper office the Autoshavers are so arranged that their finished plates are taken by automatic carriers to the various pressrooms in which they are to be used, and a stereotyper touches the plate but once in transporting it from Junior to Autoshaver. The Boston Globe, also, uses a similar arrangement.

In concluding the subject of the evening, it may lend a touch of human interest to what has been of necessity but a dry relation of mechanical facts, if I state that nearly \$2,000,000 worth of Autoplate machinery has been sold at home and abroad; and that it has been carefully computed that in the United States and Canada there is now being saved annually by its use over \$350,000.

In this address I have sought, as clearly as might be, to sketch the mechanical progress of the newspaper from its beginning to the present day. But I have not undertaken the fascinating task of forecasting its future. It is, indeed, strange that, with all the facilities I have described, the most progressive newspapers of the time still feel themselves to be as heavily handicapped as could ever have the newspapers of old. But such is the case. The incentive to progress still exists, and the rewards to be won in the future are even greater than were those of the past. In the pressroom, I am fully convinced, will come the next great advance.

### MRS. McFARLANE TO THE RESCUE.

Mrs. Jack McFarlane took pity on us Tuesday (probably realizing we were starving), on account of one of the head guys of the village taking some of the printing away from us, and also being the cause of us not getting the town of Lawrence proceedings to print any more, and a few other little dirty tricks he is trying to play us, and she brought us in a nice bunch of beets, and also one of carrots. We thank Mrs. McFarlane very much for same.—Ingram (Wis.) Advance.

### SENTIMENTS OF THE TRADE PRESS.

There is no other vocation known among men, than that of newspaper-making, that opens so many opportunities for acquiring useful knowledge of men and affairs.—

National Printer-Journalist.

There is no channel in which contributions of supply houses to printers' organizations can secure better results than where they are devoted to the installation of cost systems in printing-houses.—*Printing Trade News*.

It is plainly evident that while the offset press will by no means entirely supersede the typographic press, it is nevertheless here to stay and is bound to become an important factor in the production of printing.—American Pressman.

The passage of the Tou Velle Bill, in the House, by a vote of 192 to 27, is a victory that carries a lesson to the paper industry which should remain for many years as a shining example of what can be done when all who are interested in a measure "get together" with a determination to win or know the reason why.—Paper Trade Journal.

Every printer knows that in his business the competitive system is in full flower, and that regular trade is about as strong as a rope of sand.—Ben Franklin Monthly.

It requires no vision of genius to see that the public is not now so likely as it formerly was to separate a newspaper into two persons, like Jekyl and Hyde, one of which boosts the prize-fight on the sporting-page and the other is shocked on the editorial page.—Editor and Publisher.

Everybody knows that competition, pure and simple, that is a beating of prices, grinds all alike by turn and produces underhanded methods, slighted work and a slim purse.—*Progressive Printer*.

Desire, carried to excess, becomes greed, and the business man who, in buying, makes exactions that preclude profit to the one who sells, ceases to be truly businesslike.

—American Printer.

Employing printers and workmen in every branch of the printing trades should get together and follow the example of the employing printers and the Allied Printing Trades Council of Seattle in starting a movement for home industry in every town and city.— Pacific Printer.

### "THE PERSONAL APPEAL IN ADVERTISING."

From the Calexico Daily Chronicle we take the following advertisement, as an interesting example of the forcefulness of "the personal appeal" in advertising. It will be strange if the new field of activity entered on by the advertiser does not prove much more profitable than that which she has been compelled to abandon if the chivalry of the coast is not dormant:

### " INGRATITUDE "

Miss Carolina Cabrera, Ex-School Teacher of Mexicali, Lower California, Mexico, who was discharge on account of erroneous information given by certain percons, has found herself obliged in order to meet the daily expenses for herself and family, to open a store under the name of "La Pureza," close to the well known establishment of Mr. Juan Jaussaud, selling Cigars and Liquors, from this date to the public. She has the honor to solicit the patronage of the very illustrious and loyal American People.

THE International Printers' Cost Congress will be held at St. Louis, October 6, 7 and 8. See announcement of meeting and program in this issue and make arrangements to be there, and invite your friends who are also your competitors.

### ORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

### MR. EARHART TO MR. ANDREWS.

To the Editor: CINCINNATI, OHIO, AUGUST 8, 1910.

In the August number of The Inland Printer Mr. E. C. Andrews says: "Mr. Earhart is disposed to flout the idea of carefully weighing colors to be used in printing, and cites the absurdity of weighing an ounce of ink for a job of printing."

As this is a misstatement, lacking in that "scientific accuracy" which the gentleman advocates so strongly, I will simply refer the reader to page 554, of the July INLAND PRINTER, for what I really did say upon the subject. By doing so the reader will not be "scientifically" misled by his statement.

I am sorry that this is the second time I have been obliged to call attention to the misleading statements of one who should at least weigh his words with the same "accuracy" that he weighs his printing-inks. However, they may be merely some of his misguided efforts "to arrive at the truth in scientific methods of considering color."

I have the greatest respect for scientific accuracy and scientific knowledge of any kind, because scientific knowledge of a thing is simply a knowledge of the truths or facts concerning that thing. But there is so much alleged scientific knowledge afloat, compounded from the "authorities" by those who read much and practice little—and who worship at the shrine of theory—that, in my judgment, takes on the color of "punk" and has no real practical value.

Yours truly,

J. F. EARHART.

### INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

A NUMBER of leading French and German printers and publishers came over from the continent to visit the recent Printing Trades Exposition, in London. They were the guests of the Institute of Printers and Kindred Trades of the British Empire, and were given a reception at the Mansion house, by the lord mayor of London.

THE recent Printing Trades Exhibition, in Agricultural Hall, at Islington, London, by all accounts is considered to have been the most successful one ever held, both financially and in point of attendance, while the exhibitors and the visitors were equally well pleased. It represented the finest collection of printing machinery, material and appliances ever gathered together for exhibition. The affair was formally opened by Sir John Knill, Lord Mayor of London. During their tour of inspection, the first evening, Sir Knill and his wife were much interested in the Linotype, and the lady mayoress took a trial at setting some lines on the

machine, which gave great delight both to her and the onlooking crowd.

THE Master Printers' Federation convened this year, in annual conference, on June 17, at Newcastle-upon-Tyne. The laws of libel, the copyright act, apprenticeship and the forty-eight hour week were the main topics discussed. In respect to the last question, the report of the executive council of the federation, which averred that it "could not see its way to recommend it to concede this reduction of hours," was adopted.

A NEW corporation, called the Goss Press Company of England, Limited, was recently registered. Its capital is £400,000, in £1 shares, and its object is to carry on the business of manufacturing presses, tools and machinery for use in printing, lithographing, electrotyping and stereotyping, and to "adopt an agreement with the Goss Printing Press Company, of Chicago." Messrs. F. L. Goss and J. J. Walser, of Chicago, are on the list of incorporators.

THE largest half-tone plate that has so far been produced was made by Messrs. Carl Hentschel, Limited, of London, on the occasion of the death of King Edward VII. This plate, which represents a panorama of the funeral procession, is seven feet long. It was made between the hours of 11 P.M. and 8 A.M. At the same time four blocks, measuring together a length of sixteen feet, were also made. A large number of other topical illustrations were the product of this very strenuous night.

THE secretary of the Leeds Typographic Society, Mr. R. M. Lancaster, lately made a visit to Germany. In detailing his experiences, in a lecture given in the Leeds Trades Hall, he said that, while in general wages were lower and working time was longer in Germany than in England, in many respects the German workman was better off than his English compeer. This, he thought, was in no sense due to the German tariff system, which was undoubtedly responsible for many hardships, but to the fact that Germany was far ahead of England in the matter of social legislation.

THE South London Press has been discussing the Bacon-Shakespeare problem. Mr. R. W. Bowers, a printer and a facile writer, believes Bacon did not write the works attributed to the Bard of Avon. He avers that Bacon was most exacting in having his matter printed correctly, and says: "The Association of Correctors of the Press would justify any master printer in discharging offhand any reader who allowed such obvious typographical errors as appear in the 'first folio' to pass, and which offer so marked a contrast to the text of Bacon's works, printed under his own supervision."

A NEW linotype machine, called the "Victorline," is now being placed on the English market, by the agents of the General Composing Company, of Berlin, by whom it is manufactured. The very low price—£375 (\$1,875)—at which the machine is offered is attracting wide attention, as is also the fact that use is made of a water-cooled mold, which enables the casting of a more solid slug than is usual on the Linotype. In addition, the Victorline has thirteen extra keys on its board, which may be adapted for fractions, accents, special marks, etc. The printing trade, however, is being notified by the Linotype & Machinery, Limited, that legal proceedings will be instituted against the sellers and users of the Victorline, under the claim that the manufacturers of it are infringing upon certain patent rights.

THROUGH the generosity of a number of master printers, it has been possible for the Printers' Pension Corporation

to amass a capital of £90,000, from the interest of which at present 458 superanuated employees, or, in many cases their widows, receive pensions of £10 to £30 yearly. The income in the last fiscal year was £18,000, and at the annual dinner of the society, the presiding officer, Sir G. Wyatt Truscott, the printer who was Lord Mayor of London last year, announced further donations amounting to £6,325. The publisher of "Printers' Pi," the yearly souvenir of the society, guaranteed before its issue a return from its sale of £1,000. The court printer, Mr. Hugh Spottiswoode, prints this humorous publication at cost, while many articles and illustrations are furnished gratuitously by noted writers and artists.

### GERMANY.

It is estimated that there are sixty thousand printers in the German empire and that fifty-seven thousand of these are union members.

A GRAPHIC arts exhibition will be held in the German Book Trades Museum, at Leipsic, from October 21 to December 4 of this year.

THE Association of Paper and Stationery Dealers, of Germany, held its annual convention this year, on July 16 and 17, in classic old Heidelberg, in the ballroom of the city hall. The ruins of Heidelberg's famous castle were illuminated in honor of the visitors.

The seventh general meeting of the German Union of Lithographers was held in Hamburg, on August 22 and 23. One of the subjects presented was "Tact in Movements for Wage Changes." As this was discussed in secret session, one can not report upon the wise conclusions elicited from a study of the tactful handling of labor matters.

THE compositors' union of Germany has decided that for setting up, by the piece, matter in Esperanto, the universal language, an increase of twenty-five per cent shall be paid if the necessary accents are in the same case with the font in use, and an increase of thirty-three and one-third per cent if the accents are kept in other cases.

STATISTICS presented by the compositors' union show an increase, during 1909, of thirteen per cent in the use, in Germany, of type setting and casting machines. The figures for January 1, 1909, and January 1, 1910, are respectively as follows, the increase being given in parentheses: Linotypes, 1,199 — 1,307 (108); Typographs, 763 — 853 (90); Monoline perforators, 339 — 369 (30); Monoline casters, 142-185 (43).

GERMAN printers seem to have a justifiable grievance against the envelope manufacturers, because these also do printing on the envelopes and often do it at prices so low that they can not be met. The manufacturers do not sell to the public direct, but the terms they give to middlemen enable these to compete with regular printers to such an extent as to now cause the latter to make a vigorous protest to the manufacturers.

UNDER the supervision of Doctor Schwenke, first director of the Royal Library, at Berlin, a reproduction of the famous forty-two line Bible of Gutenberg is being executed. It will be published by a firm in Leipsic. The work will embrace 1,300 pages, of which 100 will be embellished with miniatures in color and gold. An edition of 300 copies, at 700 marks (\$175) each, unbound, and 900 marks (\$225) each, bound, also twenty copies printed on parchment, at 3,000 marks (\$750) each, will be issued.

THE German Postoffice Department has been suggesting to the business world the use of a normal size of envelopes, since the multiplicity of present varying sizes is a hindrance, almost to the degree of a nuisance, in the expeditious handling of letter mail. The size suggested is  $12\frac{1}{2}$  by  $15\frac{1}{2}$  centimeters (about 5 by  $6\frac{1}{2}$  inches). A number of German business houses are taking kindly to the suggestion. The German custom is to fold a letter-size sheet but twice, instead of three times as in America, which accounts for the envelope for it being almost square.

HERETOFORE, just as in the United States, the registration of letters and parcels for mailing consumed a lot of time at the registry windows of the German postoffices, due to the clerks having to fill out the required forms and receipts. Under a new order, the sender may now fill out the forms himself, at his convenience, before going to the postoffice, where the clerks merely append the necessary signatures and validating stamp and return the receipt to the sender. The registry forms may be bought at the postoffices in blocks of one hundred for 5 cents. Singly they are furnished gratis.

THE German Census Bureau has just issued figures concerning the employers' associations of the empire. According to these, there were, on January 1, 1910, 84 national, 474 district and 2,055 local organizations, a total of 2,613, engaging 3,854,680 workpeople. In the paper industries there are the Paper and Cellulose Manufacturers' Association, with 100 members and 23,300 employees; the Master Bookbinders' Association, with 70 members and 6,000 employees, and the Central Association of Paper Box and Carton Manufacturers, with 12,000 employees (number of members not given). In the polygraphic industries there are the German Printers' Association, with 4,777 members and 51,940 employees; the Employing Printers' Association, with 170 members and 2,000 employees; the Protective Association of Master Lithographers, with 268 members and 17,040 employees; the Association of Chemigraphic Establishments, with 141 members and 2,920 employees; the Association of Process Printers, with 62 members and 862 employees, and the Association of Typefounders, with 36 members and 2,500 employees.

THE Merten process of printing photogravures on rotary presses, as first employed on the Zeitung, of Freiburg, and described on page 586 of the July issue of THE INLAND PRINTER, seems to arouse much interest among printers and publishers, being considered quite an advancement in processwork. That the owners of the invention have a full appreciation of its worth is indicated by the royalties demanded by them for its use, which range from 5,000 marks to 35,000 marks (\$1,250 to \$8,750) per year, according to the application made of the process. In addition to this, one has to install the press designed for working it, whose cost is no small item. Also, an outfit for etching the rolls, costing about \$875; a lathe for turning and polishing the rolls, which are iron cores covered with copper sheaths, at a cost of \$250 to \$500; a machine for applying the sheaths to the cores, costing about \$300; instead, an apparatus for electrolytically coating the cores with copper may be had for from \$1,250 to \$1,750; and then a moistening machine, necessary for some papers, costing from \$650 to \$750. These, together with the various minor tools and appliances needed, make the process a costly one, indeed, so that if it is really worth while its use will be restricted, for a time at least, to the dailies with large capital.

ITALY.

That the splendid figure of Jonah, in the painting by Michaelangelo on the ceiling of the Sistine chapel of the Vatican, is due to a typographical error seems to be clearly demonstrated by Emile Mâle, a French savant. Up to now the art critics had been wondering how the "minor

prophet" Jonah came to be placed among the company of more illustrious prophets and sybills in this composition of Michaelangelo's. M. Mâle gives this explanation: A Dominican, Philippo Barbieri, in 1481, wrote a treatise on the sybills and prophets, whose presentation coincides in a remarkable manner with that of Michaelangelo in his picture. In this work Barbieri puts words into Jonah's mouth which were borrowed from the sixth chapter of Judges (verses 37-39), and which refer to the fleece of wool of Gideon. This quotation was supposed, in the Middle Ages, to prophesy the coming of the Messiah and was always placed among the predictions of the prophets and sybills. The explanation of this mistake in Barbieri's treatise is to be found in a gross compositor's error, as it is not to be supposed, since Barbieri was a learned theologian, that he would be guilty of the misprint. Very likely, in his Latin manuscript he had written "Judic. VI.," of which the compositor made "Jona VI." (The Book of Jonah has but four chapters.) The illustrator of the treatise, who, it seems, did not inquire into the correctness of the text, added a woodcut representing Jonah and the whale. It would appear that Barbieri did not live to see his work printed, else he would, without doubt, have noted the error. And Michaelangelo, being perhaps a better painter than Bible student, queried nothing and took Barbieri's prophets as he found them and incorporated Jonah with the rest in his immortal work in the Sistine chapel, thereby confounding the art critics.

of

ts

f

### FRANCE.

The newly elected Chamber of Deputies counts among its members four master printers, four compositors and one trade-press writer.

THE age of the envelope has been a matter for some discussion, various dates being given and various individuals being honored as its inventor; for instance, the Frenchman, Marion, in Bergère, about 1851, and the Englishman, Hill, about 1840. Researches, however, have shown that envelopes were already in use in 1644.

On May 14, in the hall of the Cercle de la Librarie, there were distributed medals of honor to a number of graphic workmen who had each served his employer more than twenty years. These medals are given at the cost of the employers. The government gives similar medals, but requires a continuous service of at least thirty years in one establishment.

It appears that paper made of wood dates as far back as 1740, in which year a discharged officer of the dragoons, named Léovier-Delisle, who had become manager of a paper-mill in Langlée, near Montargis, made successful experiments with using wood as a paper material. A book shortly thereafter published by him carried the notation: "This work is printed on paper made of poplar bark."

It is announced that a reproduction of the Gutenberg forty-two line Bible of 1450-55 will be published in facsimile, by H. Welter, of Paris. It is to be finished within two years. An original copy now in the Munich Royal and Municipal Library will be copied. This contains a "tabula rubricarum," which is found in no other copy of this edition. The reproduction will be somewhat costly, its price being \$200; to advance subscribers, \$150. It would seem this will be a different reproduction from the one mentioned among the foregoing German notes.

### AUSTRIA.

EXAMINATIONS of candidates for admission to the coming winter session of the Vienna Graphic Arts School will be held September 16 and 17.

THE Royal Library at Vienna complains of lack of room. An addition built within recent years is about filled, and it is estimated that inside of nine months all the space available in the library will be occupied, when means must be found for taking care of the flood of publications constantly coming in. There are now over a million books on hand. The number of books and periodicals sent in obligatorily is in the thousands annually. Many printers send copies of everything they print, even bills of fare, timetables, circulars, etc. Much of this is waste-basketed, but all the periodicals are filed and bound. The cost of binding some of the journals amounts to \$10 a year each.

THE Neue Zeit and the Schlessische Volkspresse, two journals published in Troppau, Silesia, got into an argument over labor subjects recently. In reply to an article in the latter sheet, which bristled with invective, the editor of the Neue Zeit wrote an equally sharp screed. This the union compositors of his office refused to put into type, so an apprentice had to set it. A proof of this got into the hands of the president of the printers' union, a social democrat, by the way, who then demanded that the article be suppressed. The publisher of the Neue Zeit declined to accede to this demand, whereupon a strike was declared by his employees. He then gave in, but secured the printing in another office of a report of the affair, which he included as a supplement in one of his paper's issues. He also sent an open letter to the minister of justice, asking for an investigation of the action of the union members and their officers, and the punishment of all who were guilty of the "duress."

### HUNGARY.

A NEW wage-scale for printing-office employees in Budapest, which had been agreed upon by representatives of the employers and employees, has been rejected by the unions, by a vote of 1,613, against 1,131. This is considered somewhat strange, as the new scale was an improvement upon the old. It gave to compositors, proofreaders and pressmen gradual increases to a maximum of 5 crowns (\$1) per week at the end of eight years, with an immediate increase of 2 crowns to book-compositors and pressmen and 3 crowns to hand and machine compositors and proofreaders on newspapers, while the daily working time was to be shortened one-fourth hour at once and another one-fourth hour on January 1, 1915, which would give Budapest printers the shortest working time on the European continent. The present scale is in force until October next. It is expected by that time to arrive at a satisfactory agreement.

### HOLLAND.

THE International Publishers' Association held its seventh general meeting, in Amsterdam, on July 18 to 22.

THE city administration of Amsterdam is having plans made for a new building for the municipal printing-office, upon a lot measuring 27 by 50 meters.

### BELGIUM.

THE second International Congress of the Periodical Press was held at Brussels, on July 24 to 26. It was largely attended, and the program covered an extensive variety of topics pertaining to publishing.

### IT MIGHT BE WORSE.

From the Kalamazoo *Press* we learn that a young lady of Pontiac was "hurt on her birthday." This is more painful than being tanned on one's vacation, but not so bad as being sunburned on one's week-end.— *Wroe's Writings*.

### Program Title-Page Contest

Conducted by the Job Composition Department of The Inland Printer

Opens September 1

Closes October 15

### T H E C O P Y

Christmas Exercises, held under the direction of the Christian Endeavor Society of the Manhattan Avenue Presbyterian Church, Saturday evening, December 24, 1910.

### THE RULES

The size of the page is to be 6x9inches, but the size of the form may vary according to the taste of the compositor. Seven proofs are to be submitted, mailed flat, in two colors—black and red—on white stock. The contestants may arrange the copy as they see fit, but no words are to be omitted, and none added. The reading matter must be printed from type, but any stock ornaments or other decoration may be used. The contest is open to all, and each contestant may submit as many designs as he sees fit.

All entries must be addressed to Job Composition Department, The Inland Printer, 120-130 Sherman Street, Chicago, Ill.

### THE AWARDS

First place, Twenty-five dollars. Second place, Fifteen dollars. Third place, Ten dollars.

Fourth place, Three dollars in subscription or books. Fifth place, the same. Sixth place, the same. Seventh place, the same. Eighth place, the same. Ninth place, the same. Tenth place, the same. Eleventh place, the same. Twelfth place, the same. Twelfth place, the same. Thirteenth place, the same.

The Three-dollar awards consist of either a year's subscription to The Inland Printer or books amounting to \$3 from the following list:

Vest-Pocket Manual of Printing, 50c.

Design and Color in Printing, \$1. Imposition, a Handbook for Printers, \$1.

Impressions of Modern Type Designs, 25c.

The Principles of Design, \$3. Lettering for Printers and Designers, \$1.

Specimen Books: Bill-heads, 25c; Covers and Title-pages, 75c; Envelope Corner Cards, 25c; Letter-heads, 50c; Cards and Tickets, 25c; Menus and Programs, 50c.





CATALOGUE OF DRAWINGS & PAINTINGS in the IXTEENTH ANNUAL EXHIBITION of THE CHICAGO ART CLUB

## Printers & Binders \*EORGE WELLINTON & COMPANY

Chicago,

# AMES A. MILLINTON

Manufacturing Stationer and Blank Book Maker Western Agent for New York Computing Machine Co.

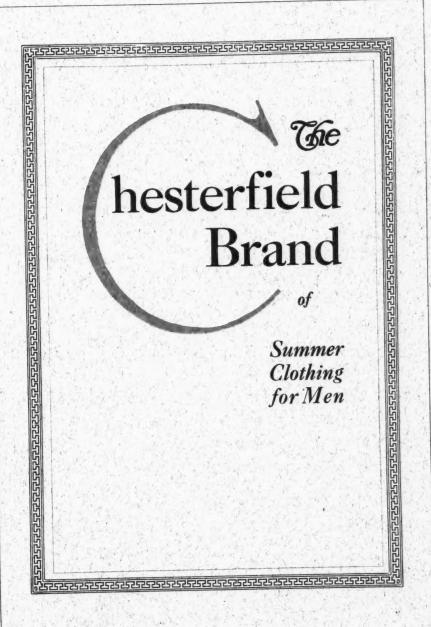
Our "Perfection" Blank Books are well known all over the country for their many good qualities, especially their durability.

Prices very low for the quality.





STEWARDSVILLE, S. D.,



graphic arts journal The leading of the world

The INLAND
PRINTER

120-130 Sherman Street Chicago

REPRESENTED BY

CHICAGO

912 SHERMAN STREET

ENGRAVER DESIGNER PRINTER BINDER

T. J. STODARD

DIAMONDS: JEWELRY

MBRELLAS SILKS & ALPAKAS

2090 Washigton Avenue IAMES STICK MILWAUKEE, MISS.

ROWN & COMPANY

\*\* Our large cash purchases direct from the leading markets enable us to offer goods truly fashionable and of the best quality at special prices. Our window display of jewelry and diamonds suitable for gifts for all occasions is worth your seeing \*\*

CHICAGO :: PARIS

. N. MATHIEWS PRINTER & DESIGNER 120 JAMES STREET .. CHICAGO

C HOES

29 WINCESTFR ST. BOSTON, ORE.

OUISPORT BANKING & CREDIT COMPANY

LOUISPORT, MO.

If not delivered in ave days, return to

GEO. PRESSTON
DIAMONDS
JEWELRY

527 Webster Street BOWERY, O.



82 FIFTH STREET MIDDLESEX, MO.

ADAME CLANCY MILINERY

3 ILLINOIS STREET LOUISVILLE, O.

RENTOWN PRINTING COMPANY

TRENTOWN,

### DROGRAM



ap Ar Ar

CIRCLE CLUB AUGUST 8, '10, 3 P. M.

### OGRAM

### PART I

- Chorus "Greeting" . . . . Speaks
  The Lyrics
- Piano "Berceuse" . . . Hjinski Miss Eudora Ewin
- Violin Solo "Espagnole" . . Godard
  Mr. L. Badu
- Piano "Tarantelle" ... Thome
  Miss Melville Akin

### PART II

- Chorus "Contemplation" .. Papini
  The Lyrics
- Piano "Balancelle" ... Wachs
  Mrs. Thomas Berg
- Violin "Melodram" . . . . Guird

  Mr. Geo. Twain
- Chorus "Good Bye" ... . Spolin
  The Lyrics



The Thomas Press Chicago

A QUESTION of ECONOMY

The THOMAS PRESS:: Chicago

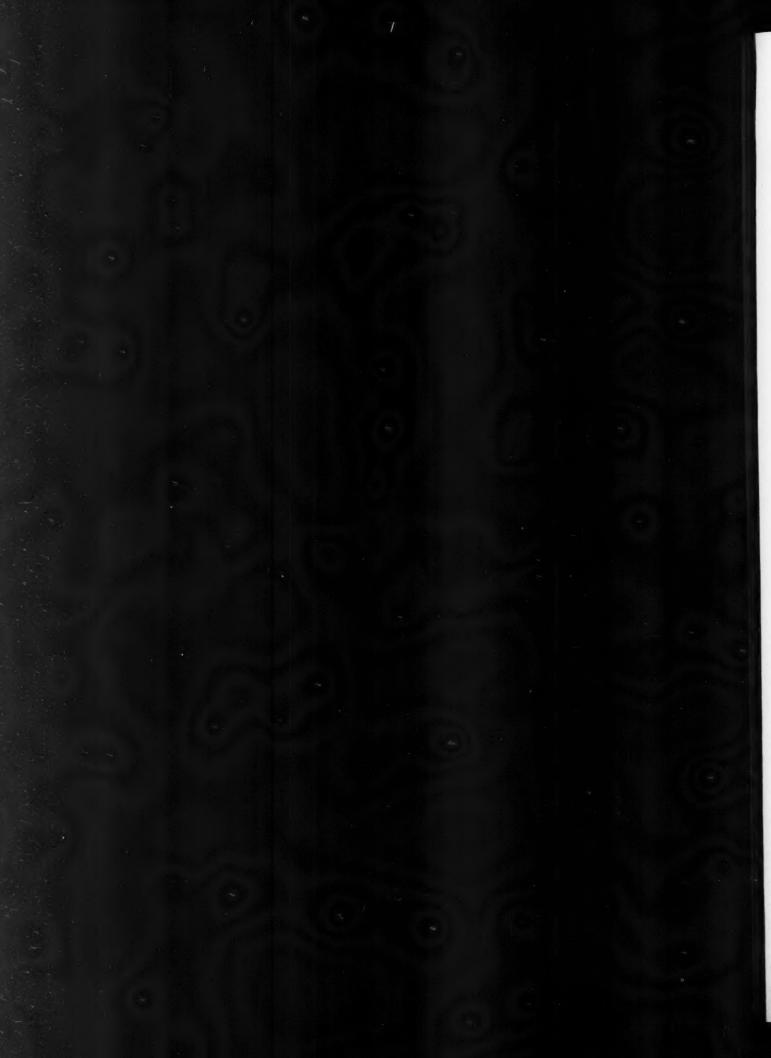


DRINTING



A GUIDE for THE BUYER of PRINTED MATTER







BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

Perhaps you have noticed that at present there is no dominant "style" in typographical design.

Or it may be the change has come so gradually that you are unaware you are turning out your work unhampered and untrammeled by the fashion dictates of some one else.

But, whether you have been aware of it or not, "style," in the ordinarily accepted sense of the word, has gone out.

The only style noticeable in the work of to-day is simplicity. And that is not style—it is just common sense.

We have often wondered why common sense was so uncommon among many job printers.

Just the common sense which causes a man to decide for himself what is good in typography—and then do that thing—instead of allowing some one else to map out for him a line of action.

By way of illustration: A few years ago (in the days when the De Vinne and kindred heavy type-faces were in the height of their popularity - said popularity being largely due to judicious boosting on the part of the typefoundries) a couple of young printers put in a job plant. Personally, they both preferred the lighter type-faces, but the prevailing "style" for the heavy type won the day and the plant was equipped accordingly. The work which they turned out was never satisfactory to them, although they were able to persuade themselves and their customers that it was in style, and, therefore - "nuff sed." Now, when they look back over the specimens of those days, the work looks like a nightmare. They knew better at the time, but, instead of allowing their individuality to assert itselfinstead of using the common sense which they had - they bowed to the dictates of the fashion of the period.

And that is what is the matter with a great many jobprinters. Instead of just being "Jones, the printer," and making "Jones, the printer," stand for distinctiveness in the craft, they strive to become a pocket edition of William Morris or some other man upon whom fashion has set the stamp of approval.

True, one must study the work of others. But studying does not necessarily mean copying. If we must have a style, let's have our own. The work of others may suggest—it should not dominate. It should be used only as an aid to developing our individuality—to helping us form our own styles.

The stylemakers are the ones who refuse to be trammeled by style.

If Bradley had been content to follow along conventional lines, doing his work after the manner of the generally accepted style, he never would have developed the individuality which resulted in the "Bradley style."

It is only one step farther to the job-printer who, if he confines himself to the Bradley style, or any other style, will never be anything more than a mere copyist.

It is certainly a relief to be free — even though it were only for a short time — from the question of whether or not a job is in style. Think of the trouble we had, during the periods of the various styles, in making our work conform to the fashions — the period, for instance, when we felt it incumbent upon ourselves to letter-space every line of old-style capitals, sometimes even with two-em quads, or that other period during which every job must be done up in all the fifty-seven varieties of panels. Surely, we are progressing, when a man may size up a piece of copy and then set it in the way he thinks best, without consulting the latest style bulletin.

And then, on the other hand, one should not in his desire for originality throw aside all accepted standards of good and bad. Just because a man makes a pretense of defying conventionality, it does not follow that he is justified in poor spacing, imperfect joining of rules, improper division of words, and the general disregard of mechanical excellence which characterizes much of the work of individualists or "crafters."

A man who does a thing well — for a living, is called a workman; a man who does a thing—usually imperfectly—as a fad, is called a "crafter."

Sounds rather hard, perhaps; but, as far as the printing business is concerned, it is painfully true in all too many cases.

Throughout the length and breadth of the land is heard the hum of the presses of the "crafter" shops — shops whose half-baked proprietors are laboring under the selfimposed task of letting the light in on the business of fine printing.

We have before us at this writing a magazine published by one of these "crafter" concerns. It is full of the joy of individual work — of doing what one pleases, etc.— and "insists on getting away from the conventional, the everyday way of doing things."

Why, in the name of common sense, should a person "insist on getting away from the conventional, the every-day way of doing things," if, in the getting away, his lack of ability prevents him from doing as well as the every-day way? Why should one insist upon doing a thing poorly rather than in the conventional manner?

The object of the magazine appears to be to "help the toiler help himself," as witness the following quotation:

"To those of us who have found the tools to which our hands are fitted, the work-day comes out of the East with joy. We are sorry to say, there are many, yes far too many, in the land of freedom, who have not found their own tools, whose synonym for work is toil, who can not lift their heads, smile and say 'We have found our work.' Those are the workers across the fields, those are the 'dumb, driven cattle,' slaves, men, women, yes and children, too, who get up in the morning at six, eat their breakfasts in a hurry, rush madly to catch a car to the city, work all the weary day, rush home at night, tired and worn, put out the light and go to bed - this for six days a week, so that on Saturday night they may jingle money before the grocer's eyes and drop the greater share into his pockets, so that the toiler may eat and drink that he may be strong in body to earn the shekels which give him eat and drink. Slaves, yes slaves indeed - toil, toil, grind, grind, on and on until the hands are cold."

All very fine, to be sure, but these same slaves who get up at six are the ones who print the city directories, the catalogues, the railroad tariffs and the thousand and one other pieces of necessary commercial work beneath the dignity of the "crafter." And when it comes right down to work well done, we have more respect for a man who can properly set a page of tariff matter than we have for the man who botches a magazine page.

We have no quarrel whatever with "crafters" - as

a printer, but we do think that he should know better than to put two spaces after a comma, while between other words in the same line there is but one.

The "crafter" magazine in question is dedicated to the Thinkers, the Dreamers, the Doers—all commencing with capital letters—and its avowed purpose is to "make the



A page as originally set by the compositor, exemplifying the principles of good typography.

such. No, indeed; but we do think that their ability to furnish "inspiration" to the worker and bring about an "art uplift to the country" would be greatly enhanced if they learned a trade rather than trying to absorb it by a short cut, or on the instalment plan.

We don't believe that it is necessary for a boy to build fires, sweep floors, clean cuspidors, etc., in order to become toiler (especially in the printing craft) a lover of his work," uplift typographical art, etc. The "head man in the Print Shop" — more capitals — "loves type, and is never happier than when he is working out some beautiful setup." Perhaps comparatively few journeymen would measure up to this degree of happiness in their work, but if they were guilty of the atrocious spacing, imperfect joining

of rules and other glaring faults of this magazine — guilty of them in a real print-shop — they wouldn't last long enough to know what a full week's pay looked like.

The "crafter" is all right as long as he keeps it to himself and doesn't attempt to "revitalize," "uplift" and furnish "inspiration" to the trade.

the foreman, or the proprietor, or the customer, has ideas totally at variance with his own.

Of course, the ideas of foreman, the proprietor, or the customer, should take precedence, and the compositor must of necessity bow to the judgment of those higher in authority—and rightly, too, as far as that is concerned—for,

OFFICE OF

# Beaver Tri-Metallic Mining Co.

INCORPORATED UNDER THE LAWS OF UTAH

229 SOUTH WEST TEMPLE STREET SALT LAKE CITY, UTAH

Capital Stock, \$100,000.00. Fully Paid Non-Assessable
Par Value of Shares Ten Cents
500,000 Shares Treasury Stock

# We Offer at Five Cents Per Share

PAYMENTS TO BE MADE IN INSTALLMENTS OF ONE-HALF CENT. PER SHARE PER MONTH

L. H. GOULET,		•								•			P	residei	nt an	d Director
F. J. NICHOLS,			•									Vic	e-P	reside	nt an	d Director
W. F. EARLS,		٠						•		٠			Tı	easur	er an	d Director
GEO. D. ANSON,				-	-		•		•				S	ecretar	y an	d Director
C. C. CRISMON,	•	٠				-		•			٠				•	Director

.. .. DEPOSITORY:-THE NATIONAL BANK OF THE REPUBLIC. .. ..

The same page as altered to conform to the ideas of the customer.

#### A Difference of Opinion.

Verily, different people have different ideas regarding what constitutes a good job of printing, and no matter how much pride a man may take in his work, nor how much effort he may make to turn out a satisfactory product, he will occasionally find himself "bumped"—hard—because

perhaps, the most satisfactory employee is the man who is willing to do what he is told to do, and in the manner designated, even though he may think something else or some other way better. Nevertheless, it sometimes goes hard to do it.

By way of illustration: We have at hand a letter from B. Sherwin Beck, of Salt Lake City, Utah — one of many

letters of the same kind to reach this department during the course of the year—enclosing two copies of a title-page for the Beaver Tri-Metallic Mining Company, reproductions of which we show herewith. One of them, marked A, is the page as originally set, while the other is the page as altered to suit the ideas of the customer. Naturally, the compositor thinks his arrangement the better of the two, and wants to know what is the matter with it. As far as we can see, it is not a matter of criticism, but one of personal taste—and we can hardly admire the personal taste of the customer. There is little to criticize in the job, as originally set. It represents a carefully planned arrange-

On the other hand, the resetting, broken up into four different groups, makes for complication rather than simplicity of design; the practically equal distribution of these groups over the page destroys any possibility of proportion; and the use of the very condensed letter, in combination with the open capitals of the square letter, destroys all shape harmony.

#### A New Job Composition Contest.

On another page will be found the announcement of a new job composition contest—to open September 1 and close October 15. The subject is a title-page for a Christ-



A PRINTER'S HOME.

Residence of John Brooks, journeyman printer, 206 Regent street, Lansing, Michigan.

ment, the type-faces are harmonious, and the only real exceptions that could be taken to it would be in regard to small items, such as the rules at either side of the first line in the panel, the colons filling out one of the lines, etc. The other page, however, represents no arrangement whatever, any old type being thrown in, in any old way. True, it does give a little more prominence to the stock offer at 5 cents per share, but this could have been done just as well with the other design.

The page as originally set exemplifies the principles of good typography; the text being gathered into but two groups gives a desirable simplicity to the design. The placing of the groups in such position that the center of balance of the groups is found toward the top of the page gives proportion, while the use of type-faces of approximately the same general width gives a harmony of shapes.

mas entertainment program—an especially seasonable subject, inasmuch as the announcement of awards and the reproduction of the various designs will appear in the December INLAND PRINTER, just in time for their adaptation to the needs of the Christmas printing.

The awards, as previously, are large—\$25 for first prize, \$15 for second prize, \$10 for third prize, with ten prizes of \$3 each, the latter in subscriptions or books—a total of \$80. The interest in these contests is very marked, the last two contests bringing forth over one thousand seven hundred entries from nearly nine hundred contestants. Inasmuch as the copy for the present contest is of a nature susceptible of a wide variety of treatment, and the subject an interesting one to compositors, we are confident that the number of participants will be correspondingly large. Send your entries in early.

# SPECIMEN



BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

J. H. DAVIS, Cleveland, Ohio .- Your specimens are all excellent, the letter-head being unusually neat and attractive.

FEDERAL ADVERTISING AGENCY, New York .-- The booklet is an especially pleasing piece of work, the hand-lettered group on the cover being excellent.

THE BROWN SHOE COMPANY, St. Louis, Missouri.- The cover-design of your house organ, "The White House Message," is timely and attractive.

A. J. Lyon, Portland, Oregon .- The card for the City Steam Dyeing & Cleaning Works is a very neat piece of typography and the colors are excellent.

LA RUE PRINTING COMPANY, Kansas City, Missouri. - The removal notice is an attractive piece of work - type arrangement, stock and presswork all being good.

JAMES A. MURRAY, Chicago, Illinois,- Both of the cards are excellent in typography and color, the one in black with heavy border being especially good.

THE BRISTOL COMPANY, Waterbury, Connecticut .- Your booklet is a creditable piece of work throughout, the embossing on the cover, however, being especially well done.

W. T. STANBERRY, Hereford, Texas .- The letter-head is good in design and color, and affords no opportunity for criticism, although some would consider it rather heavy and bold.

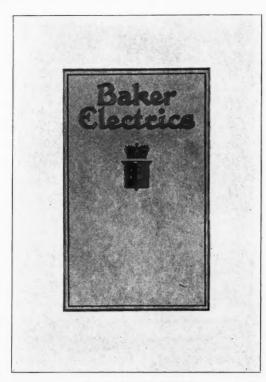
J. WARREN LEWIS, Ogden, Utah .- The specimens are all neat and tasty in design and show an excellent use of colors. The dance program is an especially interesting piece of work.

WOODRUFF BANK NOTE COMPANY, Lincoln, Nebraska .- The booklet is well gotten up and nicely printed, although personally we would prefer a trifle more strength in the colors used on the cover.

NEATNESS in typographic treatment and a pleasing use of color characterize the specimens received from Wm. B. Schmitt, of the Business Print-

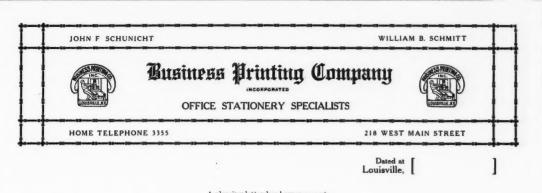
HIBBARD, SPENCER, BARTLETT & Co., Chicago, Illinois .- Your full-page magazine advertisements are very cleverly gotten up, both the conception and the mechanical execution being highly commendable.

SIMPLICITY in design, depending for effectiveness in color treatment, characterizes the new catalogue of The Baker Motor Vehicle Company, Cleveland, Ohio. The cover, a reproduction of which we show herewith, is printed in black, gray and gold, on gray stock, and handsomely embossed.



A simple, yet effective, catalogue cover.

JOHN W. ROPER, Chicago, Illinois .- There is little opportunity for criticism in the specimens which you have sent. They are well handled in design and the color combinations are pleasing. A little letter-spacing in the line "Summerdale Congregational Church," at the bottom of the program, would



A pleasing letter-head arrangement.

ing Company, Louisville, Kentucky. We show herewith a reproduction of one of the letter-heads, the original of which is in brown and green on brown stock.

THE Kimball Press, Evanston, Illinois, occasionally issues a leaflet, entitled "Between Forms," telling of the high quality of its printing and usually showing one or two specimens, tipped on. The work throughout is of the characteristic Kimball quality, and should prove effective advertising. have relieved the excessive white between words. We like very much your treatment of the Ranney envelope.

GATCHEL & MANNING, Philadelphia, Pennsylvania, have recently sent out an attractive photographic reproduction showing the delegates and visitors to the National Typothetæ convention, at Washington.

R. C. WILLIAMSON, Des Moines, Iowa .- We would suggest that the relatively unimportant matter on the bill-head for the Citizens' Electric Com-





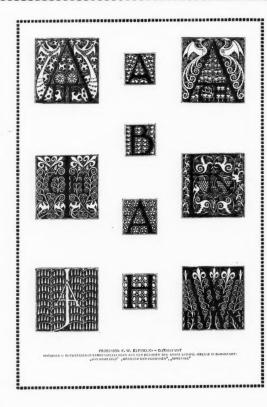
UBER DIE ANGEHORIGKEIT ZUM

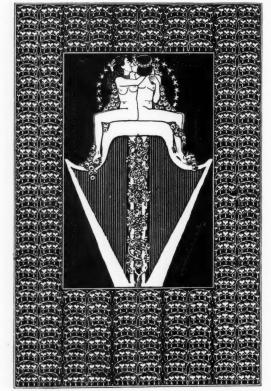
DATRONAT
DER OROSSHERZOGLICHEN
ZENTRALE FÜR SAUGLINGS
WMUTTERSCHUTZ IN HESSEN
WURDE

DIESE URKUNDE AUSGESTEIT. DARMSTADT. DEN \_\_\_\_\_\_19

OROSSHERZOGINSSHESSEN UND BEI RHEIN

F. W. KLEUBENS-DARRSTADI







## ARTISTIC GERMAN LETTERING AND DECORATION.

The illustrations shown herewith, reproduced from the August issue of Deutsche Kunst und Dekoration, published at Darmstadt, Germany, give an excellent idea of the richness of design and beauty of lettering of some of the German work of to-day. They are all the work of Prof. F. W. Kleukens, of Darmstadt, and were designed to embellish private editions printed by the Ernst Ludwig Press, under his own direction. The page of lettering was printed in black and red-brown, as was also the program heading, while the initials and decoration for the title-page were in black and gold. The title-page design was used in an edition of "Das Hohe Lied," while the initials decorated editions of "Das Hohe Lied," "Hermann und Dorothea" and "Immensee."

pany, and particularly the group in the lower left-hand corner, be put in smaller type. The other specimens are excellent, both as to type arrangement and presswork.

FROM Wm. Knutzen, Chicago, Illinois, we have received a package of interesting advertisements, the most unusual feature about them being the original manner in which the decoration has been made to conform with the text. The reproductions which we show herewith will illustrate. The advertisement for the sea story is appropriately surrounded by a border giving a rope effect, with an anchor in the lower corner. The latter is made of arrow-heads, round corners and a piece of rule. The advertisement of the south pole story has been given quite an icy effect by the use of

tisement. In fact, one should be careful to have the initial letter in all cases harmonize in shape with the group in which it appears.

LE MARS PRINTING COMPANY, Mason City, Iowa.—We would suggest that you lead the reading-matter in your booklet, and, inasmuch as the type-face is rather large and open, allow a little more margin around the pages.

EMBREE PRINTING COMPANY, Belton, Texas.— With the exception of the top line on the letter-head, and the underscoring of same, there is nothing to criticize. The wide spacing between words, shown in the first line, should be avoided, especially where the text letter is used. Where a line is underscored or divided from other lines by rules, care should be taken that the

# " MOST " EXCITING RACE THE WORLD HASEVER " SEEN "

Spurred by Peary's success in the North, scientists are now directing their attention to the south pole with renewed energy.

The search for the south pole promises greater excitement than that for the north pole, and the region itself has much more of interest.

#### Four Nations Entered

The antarctic regions are the last mystery spot on the earth and the world-wide zeal in its quest has become a colossal sporting event without precedent or parallel, involving the fair name of each competing nation.

THIS is OUR BIG FEATURE for NEXT WEEK

# The Story The Road By Howard H. Gross

Mr. Gross is an enthusiast on the subject of good roads and a leading expert on road improvement. In a big illustrated feature which we have secured for next week Mr. Gross points out some of our shortcomings in the development of public highways.

# There Is A Reason

Money enough has been expended in the last three generations to have made boulevards of all our main highways, yet they are not much better than they were fifty years ago. The illustrations show what the world has done and is doing to make the roadway better.

# □ Deeply □ Concerns All—Read It

Shanghaied!

000000000000000000

The passing of the sailing vessel has taken with it much of the romance and tragedy of the sea, and many of the evils and cruelties perpetrated on shipboard and in port are now known by name only.

Kings Sailortown

> By John Brand

Stories of the sea always will have a fascination for all classes of readers—young and old. Our big feature for next week is by a famous writer of sea stories. Mr. Brand tells an interesting story of the ways of the bo arding master.

Watch the Next Issue

eeececoed

Clever advertisements by Wm. Knutzen, Chicago.

linotype border. The other advertisement is an excllent illustration of the use of a heavy rule border in harmony of tone with the type, and also shows the rule-border effect without joints at corners.

ROBERT R. PAGE, New York.— Your circular descriptive of the Page Fountain Divider is neatly gotten up and well printed. The use of one series of type throughout a job is a great aid to effective printing.

JAMES JACKSON, Meadville, Pennsylvania.— The program is nicely arranged, although we think a parallel border of plain rules would be preferable to the wide border you have used around the title-page.

Russell E. Whipple, Lehigh, Iowa.—The page advertisement is, in general, very good. We would suggest, however, that you letter-space the line "Reduction Sale" a little more evenly, so that the area of white space is the same between all letters. This will also reduce the space between the words. Where you use an initial letter in a wide measure you should avoid an extremely condensed letter such as appears in this adver-

rules are of such weight or color that a tone harmony is preserved between them and the type. In this case one of the rules is so heavy that it overshadows the type line.

JOHN R. GALYON, Chattanooga, Tennessee.— Your specimens are excellent typographically, and the color combinations are unusually pleasing. This is especially true of the bill-head and letter-head for the Morgan Printing Company.

R. W. Shepherd, Portsmouth, Virginia.—Both of the specimens submitted are excellent and show an appreciation of appropriate typography. Possibly parallel straight rules around the title-page would be preferable to the wave border.

From Mr. J. D. Rickman, superintendent of printing, Kansas State Agricultural College, we have received a package of printed matter containing descriptions of the college in general, and particularly of the course in printing. The latter is designed especially to furnish the instruction and



A page of excellent designs from L. L. Blue, with the Charles Francis Press, New York.

information necessary to the running of newspapers in the smaller centers, and is a four-year course. The specimens are all well printed and are very creditable indeed.

EMERSON-BRANTINGHAM COMPANY, Rockford, Illinois.— The furnace effect of color on the cover of your house organ is very attractive, and your method of securing the desired results is original. The booklet is well printed throughout.

THE Jos. Betz Printing Company, East Liverpool, Ohio.— Your use of the geometric shapes as backgrounds for the letter-head and envelope results in the most pleasing effects that we have seen in this sort of work. The type arrangements are also very successful.

R. W. MILLER, Decatur, Illinois.—We would prefer the letter-head in a shade and a tint of brown, as the combination now used is rather strong and flashy. The typographical arrangement is very satisfactory and we see no opportunity to suggest improvement.

AMONG the recent productions of the Stutes Printing Concern, Spokane, Washington, perhaps the most noticeable is a card for H. A. Sprague, dele-



An interesting card by the Stutes Printing Concern, Spokane,

gate to the International Typographical Union convention. The original was printed in black, green, and a buff tint, giving an unusually pleasing effect which the reproduction herewith but partly portrays.

The Cook Printing Company, Los Angeles, California, produces commercial typography second to none. Among a recent package of specimens are excellent effects in design and color, the former being simple and tasty, while the latter are thoroughly harmonious and pleasing.

Lyon & James, Ltd., Toronto, Canada.— The booklet entitled "Vacation Time" is an excellent idea, but the effect is rather spoiled by the strong tints used with the illustrations. With these tints considerably weaker, the result would be much better. The embossing on the cover is very effective.

"THE KARAT," one of the publications of The David Gibson Company, Cleveland, Ohio, and a recent copy of which has been received by this department, is an exceptionally neat and tasty booklet, depending for its typographical effects solely on rules and type, without other ornamentation.

FROM The J. W. Pratt Company, New York, we have received a handsome copy of "A Morning Prayer," by Robert Louis Stevenson, handlettered, and printed in black, red and gold on brown stock. The effect is very rich and illustrates the ability of The J. W. Pratt Company to produce high-class orinted matter.

From L. L. Blue, with the Charles Francis Press, New York, we have received a group of specimens done with the excellence which characterizes the productions of this shop. The designs, which manifest strongly the individuality of Mr. Blue, are excellent in conception and execution. We reproduce herewith a group of them.

The Reformatory Press, Anamosa, Iowa.—The Fourth of July edition is a clever piece of work. The arrangement of the heading which would allow of the side panels being read without turning the sheet around would be an improvement. Rules a trifle heavier and closer together on either side of the date line would also help.

The Parkersburg Sentinel, Parkersburg, West Virginia.—The advertisement is well arranged, and we note with satisfaction your use of one series of type for the headings throughout. Two rules of equal weight, three or four point, would be preferable to the heavy and light-rules underneath the firm name at the top of the page.

RAY B. NICOL, Milford, Iowa.—The card which was sent in to the business-card contest is well handled, and we have no real criticism to make on it. As a matter of personal taste, we would prefer to have all the names of officers at the top of the card rather than some at the top and some at the bottom. The other card, with its heavy condensed, heavy extended and light italic letters, is rather complicated, and the various type-faces do not harmonize, either in shape or tone.

ERNEST E. Adams, with Rous & Mann, Ltd., Toronto, Canada.—The specimens which you have submitted are notable especially for their excelent combinations of colors. They possess this qualification in a degree seldom noted in regular commercial printing. On the title-page of the

booklet for the Investment Trust Company, Ltd., the raising of the upper group three or four picas would be a decided improvement. Otherwise this booklet is particularly pleasing.

PAUL GUSTAFSON, Lindsborg, Kansas.—We would suggest that on the letter-head you omit the border at the top, put in its place the one following the firm name, and between the firm name and the line following have one or two rules in black. This would give less confusion of borders. Personally, we think that there are too many periods and colons used in decoration on the envelope. Those on either side of the word "printing" and before the word "telephone" could as well be omitted.

The Mansfield Printing Company, Boston, Massachusetts.—As between the two blotters, we find very little choice. One decoration bears as much relation to the text as the other—the swastika ornament symbolizing the good luck incident to successful printing, and the plant ornament suggesting the daily growth of the business. The swastika harmonizes with the border, while the other ornament harmonizes better with the graceful lines of both type-faces used. Hence it becomes purely a matter of personal choice—and we choose the plant decoration.

Edward Miller, Maysville, Kentucky.—We would suggest that you make a slight change in the arrangement of the two lines under the main line of the statement, placing the word "and" in the upper line. One should, whenever possible, avoid what might be termed a pyramid effect in type arrangements—that is, the shorter line on top. An inverted pyramid—the longest line at or near the top, gradually tapering toward the bottom—is much better. The card is good in arrangement, but the introduction of the second series of type does not help, even though it fills out the line.

J. E. Cave, Rosetown, Saskatchewan.— Your specimens are very neat and tasty, both in design and color, although we note in them one or two things which are not considered the best of form in typography. Wherever possible, it is desirable to keep the name of the city and State together, rather than separating them as you have done on, for instance, the card for Arthur La Marsh & Son. We would also suggest that you avoid lengthening lines by means of periods at the ends, as on the statement for Frank Barry. The practice of lengthening a line by means of a hyphen, with wide space on either side, between words, should be indulged in only when absolutely necessary, if ever at all. The cover-page of the financial statement, together with a number of the letter-heads, are very pleasing.



A PRESSMAN'S HOME.
Residence of H. C. Pecue, pressman, Daily Free Press, Burlington, Vermont.



BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

#### Newspaper Criticisms.

On account of the crowded condition of this department, newspaper and advertising criticisms will be deferred until next month.

#### Simple Rate-card Requested.

Rate-cards are still causing publishers trouble, and always will, until every newspaper in the country adopts the flat rate — but that era is still a few generations in the future. In the meantime, the most practical sliding scale is sought. F. M. Gill, of the Wyoming Industrial Journal, Shoshoni, Wyoming, writes as follows:

Mr. O. F. Byxbee, Chicago, Illinois:

DEAR SIR,—I have written to you on one or two previous occasions with reference to the Wyoming Industrial Journal, which we purchased and moved here from Laramie, Wyoming, last year. I wrote you in reference to an advertising-rate card, and I enclose one herewith which I prepared

#### ADVERTISING RATE CARD

WYOMING INDUSTRIAL JOURNAL

	S	pace	1 Mo.	2 Mos	3 Mos	4 Mos	5 Mos	6 Mos	1 Year
1	inch		\$1.00	\$1.90	\$2.80	\$3.60	84.50	\$5.40	\$10.20
2	inche	es	1.90	3.60	5.30	7.05	8.75	10.45	19.65
3			2.80	5.30	7.85	10.35	12.85	15.40	29 00
4	4.6		3.60	6.85	10.10	13.30	16.55	19.80	39.25
5	44		4.50	8.55	12.60	16.15	20.20	24.25	46.55
6	4.6		. 5.40	10.25	15.10	20.00	24.85	29.70	55.90
8	4.6		7.20	13.70	20.15	26.85	33.30	39.80	74.50
680			9.00	16.65	24.30	31.90	39.60	47.25	88.20
3	6.6	***	11.70	21.15	30.60	40.05	49.50	58.95	112.50
		es and les	s than 10		8				
		hes and le							.671
		hes and le							.55
		ches and le		1,000 in	nches				.45
1.	000 i	nches and	over						371

Size of page-Four 13-em columns thirteen inches long.

RATE-CARD OF THE " WYOMING INDUSTRIAL JOURNAL."

from your sliding-scale sample. I do not like this, however, as it is rather difficult to handle on contracts and sending out monthly statements. We now have a circulation of 3,700 on the *Journal*, practically all in Wyoming and all among a class of people who are usually considered the purchasing class. I would like to have your suggestion for a simple rate-card, one that would be fair to us and to the advertiser.

Very truly yours,

card entirely, and use only the "Open-space Contracts." You would then be in a position to charge each month pro rata for all space used, allowing the advertiser a rebate if before the close of the year he found that he had used a sufficient number of inches to entitle him to a lower rate per inch.

#### Largest Ad. in Southern Hemisphere.

A. I. Langan, advertising manager of the Sydney (N. S. W.) Daily Telegraph, sends a copy of his paper containing an eight-page ad. of David Jones, Limited, a large department store. Mr. Langan states that this is the largest ad. ever placed in any newspaper in the southern hemi-



FIRST PAGE OF AN EIGHT-PAGE AD, IN SYDNEY (N. S. W.) " DAILY TELEGRAPH."

sphere, and as the Telegraph has eight fifteen-em columns to the page, it certainly makes considerable of a contract. The first of the eight pages is reproduced. This same advertiser used eight pages in a previous issue, from which he secured seventeen thousand cash orders. According to the Telegraph's rate-card this cost the advertiser about £480, or \$2,300, which is equal to 13½ cents an order. This rate-card is worth reading carefully, as it contains many terms and stipulations that are novel to the publishers of the United States. On the first page is the inscription, "Delivered with the dawn to 80,000 middle-class homes," and selected portions of the "Advertising Scale" follow:

This scale is based on the following prices:

Paragraph Advertisements.—"Ordinary run of paper," set in nonpareil type, 1s. per line; if set in minion type, 1s. 3d. per line; minimum space, two lines.

First After News.— 1s. 6d. per line; minimum space, six lines

Cables Page. - 5s. per line; minimum space, four lines.

Paragraph advertisements are set with cross-heads in minion or nonpareil caps, with body in minion or nonpareil lower-case. They must be set like

 $_{\rm news.}$  No display is allowed, and no paragraph advertisement is inserted without " Advt. " at end.

Amusement Advertisements.—6s. net per single-column inch; 14s. net per double-column inch; minimum space for double-column, 2 inches.

Front Page or Back Page.—When space available, 7s. net per inch, single column.

Advertisement Measurement.—7 words = one line, nonpareil type; 12 lines = 1 inch; 24 inches = one column; width of single column,  $2\frac{1}{2}$  inches.

#### DISCOUNTS.

Are Allowed on Series or Term Contracts (Which Must Be Completed Within One Year),

According to the Gross Amount of Order, as Under:

Gross	An	nou	nt o	f Order.	Discount.	Gross	Amou	nt of	Order.	Discount.
					Per cent.					Per cent.
From	£	15	to	£ 50	5	From	£300	to	£400	15
From		51	to	99	7 1/2	From	401	to	500	171/4
From	-	100	to	199	10	From	501	to	650	20
From	- 5	200	to	299	121/2	From	651	and	over	25

For discounts on big advertisements, see special scale on page 4.

Preferred Positions.—Twenty per cent extra is charged on net amount of order for top of column. Minimum space for top of column, 8 inches single column, or 4 inches double column. Advertisements simply ordered for alongside "News," without any other condition attached, are charged ten per cent extra on the net amount of order.

#### HOW TO CALCULATE COST OF ADVERTISEMENTS.

Find the gross monetary value of the order, then refer to the discount table, on page 2, and it will show you what allowance is deductable. For instance, an order for 1 inch ordinary setting daily for one year = 312 times @ 68:= £93 12s., gives discount of seven and one-half per cent.

#### EXPLANATION OF VARIOUS DISPLAYS.

Ordinary Setting.— Ordinary advertisements, 1 inch and over, are set with head-line in brevier caps., and remainder in nonpareil caps. and lower-

Limited Display permits of one line of two-line condensed nonpareil type in each inch, single or double column, with remainder as in ordinary setting. Trade-mark blocks not exceeding 1 inch in width, depth, or any angle, in light outline, illustrating only one article, or articles sold in a bona-fide set or case, may be used in place of one line of two-line nonpareil type, but only one block is allowed in every 2 inches, single or double column. Minimum space, 2 inches single or 1 inch double column.

Special Display, under contract for not less than thirteen insertions in six months, permits any approved display, such as cuts, blocks, designs or ornamental types. Minimum space, 3 inches single column, or 3 inches across two columns. Special display setting is not allowed on front or back page, or in the special column. Specimens of special display may be seen in any Saturday's issue, usually on pages 22 and 23.

seen in any Saturday's issue, usually on pages 22 and 23.

Special Column (Leader Page).— Ordinary setting only is allowed in single-column advertisements, and limited display, without blocks, is allowed in double-column announcements. Minimum space for double column, 1 inch, double column.

Special Notice.—Display advertisements and blocks of every kind must be strictly subject to the approval of the *Daity Telegraph* before insertion, and no "white on black" advertisements are accepted.

#### SPECIAL RATE FOR BIG ADVERTISEMENTS.

The composition and setting of these advertisements and the blocks used in same shall be subject to approval of the *Daily Telegraph*. Reasonable block illustration is allowed in quarter and half page announcements, but heavy black, sprawling, or excessive display will not be accepted. In whole pages the fullest display in reason is given. Minimum space allowed, one-quarter page.

SPACE.	PRICE.							
Quarter page = 6 inches $\times$ 8 columns, 12 inches $\times$ 4 columns, 24 inches $\times$ 2 columns, or 16 inches $\times$ 3 columns.	With blocks, £18 per insertion.  Type display only (no blocks), £14  8s. per insertion.							
Half page = 12 inches × 8 columns, or 24 inches × 4 columns.	With blocks, £36 per insertion.  Type display only (no blocks), £28  16s. per insertion.							
Whole page = 24 inches × 7 or 8 columns, according to size of	With blocks, £72 per insertion.  Type display only (no blocks), £57							

Scale discount is allowed off big advertisement orders up to £299 per annum. On contracts £300 and over per annum a flat rate is charged of

£12 10s, net each for type-set quarter pages and £15 net each for illustrated quarter pages; half and whole pages pro rata.

When regular advertisers are doing business with the Daily Telegraph to the value of £300 and over per annum, quarter-page advertisements may be used by them as required, at a flat rate of £12 10s. net for type-set, and £15 net for illustrated advertisements, per insertion.

#### RATES FOR SMALL CASUAL ADVERTISEMENTS.

2 lines (about 14 words)..1s. cash. 6 lines (about 42 words)..3s. cash. 4 lines (about 28 words)..2s. cash. 12 lines (about 84 words)..6s. cash.

These advertisements are properly classified under stated headings.

Births, marriages, deaths, etc., not exceeding six lines, 2s. cash per inser-

tion; over six lines, ordinary rates. These advertisements must be properly certified to insure insertion.

Death and in memoriam notices containing poetry or quotations charged

Death and in memoriam notices containing poetry or quotations charged 6d. per line (or part of a line) extra for such matter. Funeral notices, 2s. 6d. cash per insertion.

Death, in memoriam advertisements, containing reference to more than one deceased, are charged 2s. for each deceased person mentioned.

The restrictions on display type are very rigid—in fact, certain pages of the *Telegraph* resemble files of the New York *Herald* of forty and fifty years ago. Both "cuts" and "blocks" are mentioned in the "scale," but most of the references to blocks are what, in the United States, are termed cuts.

#### A Flat-rate Card.

The St. John (N. B.) Telegraph and Times-Star are using what is practically a flat rate. The card of the lat-



RUN OF PAPER,			2c.	Per Line,	
NEXT READING MATTER,			21/4 €.	66	
FILL POSITION			21/40	66	

Orders for less than 2,000 lines charged at casual rate of 3 cents per line.

#### READERS

set in News Style and Type charged double display rates.

#### Financial Advertising

Bank and Insurance Reports, Annual Statements, Prospectuses, Etc.,

First insertion, . 10c. per line Each subsequent insertion, 5c. "

The TIMES-STAR is the Classified Advertising Medium in the Afternoon Field &

#### A FLAT RATE PAPER

A SIMPLE FLAT-RATE CARD.

ter is reproduced. This makes an arrangement which can be easily understood by any advertiser and should avoid misunderstandings.

#### Great Editor Passes Away.

At Johns Hopkins Hospital, Baltimore, Maryland, on August 7, Harvey W. Scott, editor of the Portland (Ore.) Oregonian succumbed to heart failure, after undergoing a serious operation. As an editor of the old school, whose editorials were considered among the most forceful written in this country, Mr. Scott had exerted a national influence on affairs governmental. He was respected for his fearlessness in writing down his opinions without regard as to who might be affected by them, and his editorial

work bore the stamp of responsibility, for the reason that Mr. Scott not only penned the "leaders" on the *Oregonian*, but was also the owner of the paper. While many friends disagreed with the Portland editor on public questions, few will be found who questioned his sincerity and rugged honesty.

#### Mobile to Have New Daily.

The first number of a new afternoon newspaper was expected to be issued at Mobile, Alabama, about the first of the present month. Local men, well known in the newspaper field, are said to be at the head of the enterprise, and ample capital has been secured to finance it. The plant for printing the paper will be modern throughout, and the press service of the Enterprise Newspaper Association is said to have been obtained.

#### Result of Ad.-Contest No. 29.

THE INLAND PRINTER'S twenty-ninth ad.-setting contest was a very interesting one, as the ad. was unusually large and gave the compositors an opportunity to display their talent. Owing to the large amount of work involved

Specimen Nos.	First Choice.	Second Choice.	Third
10 13	Warren S. Dressler, Camden, N. J 14	2	4
11	Edgar A. Ashton, Baltimore, Md 6	3	2
12	George O. Adams, Braddock, Pa 6	19	3
14	R. M. Coffelt, Junction City, Kan 2	6	19
15	Edward Ernest Bailey, Centre Hall, Pa 6	19	18
16	Fred W. Yarroll, New Britain, Conn 2	4	18
17	Augustine Reilly, Hoosick Falls, N. Y 19	6	14
18	C. E. Majers, Topeka, Kan 2	6	19
19	Ory E. Cluster, Centro, Cal 6	14	2

#### A recapitulation of the selections follows:

Specim Nos.												F	Points
1	6	Vane	e R.	Noe,	Esthervi	ille,	Iowa.	 	 	 	 	 	28
2	2	Fran	k D.	Star	, Watso	nville	e, Cal	 	 	 	 	 	2
3	19	Ory	E. C	luster	El Cen	tro,	Cal.,.	 	 	 	 	 	20
Ei	ght	points	- N	0. 14.									
Se	ven	points	— N	0. 9.									
Siz	c po	ints -	No.	5.									
Th	ree	points	- N	os. 3,	4, 18.								
On	e po	int -	Nos.	1, 7,									

The three winning ads. are closely bunched, with 28, 21 and 20 points respectively, the next specimen in the list



First place.



FRANK D. STARR. Second place.



ORY E. CLUSTER, Third place.

the number of entries was reduced to nineteen, but the nineteen specimens make an instructive study. Every contestant sent in his vote on the best ads., which is the first complete vote we have had. In compiling the result, as in previous contests, three points were accorded each adselected for first place, two points for second, and one point for third. The compositors were not allowed to designate their own ads. for any of the places of honor. The names and addresses of the contestants, together with the numbers of their specimens, and their selections for first, second and third places, are given herewith:

Specimen Nos.	7	Choice.	Second Choice.	Third Choice.
1	E. Nyman, Foley, Minn	5	6	19
2	Frank D. Starr, Watsonville, Cal	9	6	5
3	Guy H. Perrin, Kansas City, Mo	19	5	18
4	Eric Petersen, Fort Wayne, Ind	2	6	19
5 6	Vance R. Noe, Estherville, Iowa	2	14	19
7	George M. Stoops, Waynesboro, Pa	6	9	1
8	E. Vaughn Smith, Cardington, Ohio	9	19	6
9	R. J. McClymont, Edmonton, Alberta, Canada	19	2	7

receiving only eight points. After a study of the specimens all will agree that the best ad. won. A little more contrast would have been afforded if the word "Great" had not been displayed, but the contrast is good as it is. The separate panels, with strong headings and prices, are good features. No. 2 has strong headings, but has included too much in these lines and has not brought out the prices. No. 19, on the other hand, has displayed the prices, but did not have room for proper headings. It is interesting to note that two of the winning ads. come from California, and that the East did not secure a place in the list. Photographs of the leading contestants are shown herewith, and brief biographical sketches follow:

Vance R. Noe was born in Tazewell County, Illinois, in 1875, and moved to Nebraska when about seven years of age. He learned his trade in the offices of the Fremont Herald and Tribune, and worked in several States before locating in Estherville, Iowa, about eight years ago, where he has been foreman of the Enterprise practically all the time since that paper was started. Mr. Noe is married and has two children.

Frank D. Starr was born in Mystic, Connecticut, in 1886, and learned his trade on the *Day* and *Morning Telegraph*, New London, Connecticut. Since then he has worked on the Pasadena (Cal.) *Star* and Fresno (Cal.)

Herald, and for the past two years has been employed on the Watsonville (Cal.) Register, owned by the same people as the Pasadena Star. Here he is employed as an all-around man — ad.-man, job compositor, make-up and machine operator.

Ory E. Cluster was born in Pike County, Missouri, in 1873. He learned his trade in the office of the Journal Printing Company, in Kirksville, Missouri, where he was employed for several years. In 1902 he located in St. Louis, where he held a responsible position for twelve years. In 1906 he

opportunity presents itself. Have been in the newspaper business eight years, working from devil up to full charge of country weeklies. At present working at mechanical and outside work on good salary. I expect to some day own a paper, the sooner the better, I believe, as I have entire confitag own a paper, the soomer the better, I beneve, as I have entire conducted newspaper, and want to get where the harder I work the more I make. Financially, I have at this time hardly enough to get into a good paper. I would like to take the management of a paper, investing a few hundred dollars - not over \$500 - and having the opportunity to purchase the remainder later on. Or would lease a paper on favorable terms, providing I could secure purchase option. I prefer the lease proposition at this time, as with my limited means I could handle it better. I can furnish excellent references, both as to ability and good character. Am twenty-six years old, married. Have no bad habits. there is a newspaper owner who wants to lease or sell working interest to a man like me I would not object to hearing from him. Could not consider a salary, because I have a satisfactory salary and agreeable work at present.

Those knowing of promising fields where existing papers could be purchased for a nominal price, or towns where local enterprises would extend assistance to the proper man who would start a paper, should send the particulars to The Inland Printer, addressed as indicated at the head of this department. Young men with ability and ambition, and being in a position to invest at least a



moved to Los Angeles, California, where he located a plant of his own. Mr. Cluster is now employed as foreman of the *Imperial Valley Press*, at El Centro, California.

Both Mr. Noe and Mr. Cluster have figured among the leading contestants in previous contests, the former being second in No. 26 and the latter third in No. 24.

#### The Man-The Field.

Since the first announcement in our May number of The Inland Printer's intention to endeavor to get together the man with the necessary talent and ability but with small capital, and the field where these qualifications could be used to best advantage, great interest has been shown and there has been much favorable comment, one man going so far as to say that it was the most commendable enterprise ever undertaken by a trade journal. The volume of correspondence is constantly growing, and hardly a day passes but one or more letters are received, asking for the addresses of men and fields described in previous issues. This month, however, no new fields have been presented and only one additional man has come forward to state his qualifications and desires:

"The Man — The Field" department of the last two issues of The Inland Printer noted with interest. I am the man, provided the right



No. 2.— Second place.

limited amount of money, should also send the details of their experience and desires for publication. No names or addresses will be printed in either case, but interested parties will be placed in communication through correspondence. This must not be considered as an employment bureau, but simply a means of bringing together the man with small capital and the field where it can be invested to the best advantage. There are many worthy young men who have been frugal enough to save a few hundred dollars, perhaps a few thousand, who deserve to learn of openings, which certainly exist, but of which they have no means of knowing. Thus far the effort to bring these two elements together has been most successful.

#### Well-known German Publisher Drowned.

While on a vacation trip with his family, Walter R. Michaelis, publisher of the Chicago Staats-Zeitung, was drowned in Oquaga Lake, near Deposit, New York, early last month, while attempting to save the life of his eightyear-old daughter, who had fallen overboard. Mr. Michaelis

a Few Days More Left in Which to Avail Yourself of the RAISING Those who fail to attend do themselves a gross injustice, for such economy chances are few and far between and never come again. Silks and Dress Goods
All Must Go
75c. Waist Silks, on 50c
Sale, yard
Sc. Plain Messaline 68c Cash Raising Prices
On Man's Furnishings
Men's 50c. President
Suspenders, on Sale...39c
50c Quality Good Leather Belt, now
38c **Clearing Out Domestics** 7%c Fast-color Calicos, 5c 12%c Red Border Buck 9c 50c and 75c Men's Summer Underwear 75c Men's Golf Shirts, now 53c 15c Bleached Turkish 11c Sl. Black Taffeta Silk 89c 81.25 Guaranted 86.inch Black Taffeta, yard. 98c 60c. Wool Dress Goods on Sale, yard. 35c \$1 Large White Bed 89c 45c Welded Bed Sheets 30c 50c and 75c Good, 43c Strong Work Shirts. 43c 10c Good Percales, 81c \$1 Fine Black Satteen 69c 20 pieces Apron Ging-hame, yard... 5c 40c Heavy Bleached 20c Damask, yard.... 20c Work Gloves. 45c \$1 aud \$1.50 Fine Golf 90c \$1. Striped Voile Dress 50c Final Clean-up Sale of all Tailor Wash Suits \$4.95
Your choice of any Wash Suit in the store. They are all made in the new long-coat effect, nicely trimmed, White, Light Blue and Pink. They are generally sold up to \$10. Come early for first choice at \$4.95. Men's and Boys' Clothing Under Wholesale Prices Our Famous \$15 Suits on Sale \$11.35 and two suits \$8.75 Boys' Knee Pant Suits, \$4.80 value, \$3.15 Men's \$12.50 Suits, one and two suits \$8.75 Boys' Long Pant Suits, worth \$8.50, \$5.00 Men's Suite, odd lines, values up to \$9.85 Boys' Long Pant Suita, \$12.50 to \$9.50 Men's Fine Dress Suits, \$20 and \$25 \$14.60 values, on Sale..... Entire Stock of Silk and Linen Parasols at One-half Price Don't overlook the many shoe Bargains in our Shoe Department. Women's and Children's Tan Shoes at cost and less than cost price. Every pair of shoes in the store at a reduction Alexander & Sons

No. 19 .- Third place.

held his little girl above water until the arrival of help, but his strength failed him just as he handed the child over to the rescuers, and he went down. The body was not found until several hours later.

In 1908 Mr. Michaelis succeeded his father, the late Richard C. Michaelis, as publisher of the Staats-Zeitung and Freie Press. He was not only a beloved newspaper man, but a prominent and popular member of many German societies, and the news of his death was received with widespread grief.

#### A Mix-up in Arizona.

The official organ of the newly formed labor party of Arizona, called the Voice of the People, is having troubles of its own. A six months' contract had been made with the Citizen Printing & Publishing Company, of Tucson, to print the paper, but it is alleged, because of scurrilous and defamatory matter contained in a recent issue, the publishing company has canceled its contract. Members of

the labor party, however, charge that James T. Williams. Jr., who is president of the Citizen Company, is a Taft henchman, a close friend of Postmaster-General Hitchcock and closely allied with Judge Campbell, of the district court, who was assailed in the Voice of the People for a decision legalizing the sale of liquor. A recent issue of the paper was suppressed by the Postoffice Department and F. H. Blightson, its editor, according to report, was assaulted by a gang of men in the Citizen office, and, after his rescue by friends, a demand was made for the arrest of a linotype operator and a machinist. The chief of police refused to arrest the men. Later the assaulted editor was arrested and released under \$1,000 bonds. When his case was called for trial, the entire force of union machinists working in the Southern Pacific shops marched in a body to the courtroom in their overalls, and when the judge declared the editor not guilty, he was carried upon the shoulders of his comrades from the court building.

#### Dean of Battle Creek Journalism.

Charles E. Barnes, the dean of Battle Creek journalism, has a most interesting article in a recent issue of the Battle Creek (Mich.) Sunday Journal, describing the history of newspaperdom in that city since 1865, forty-five years ago, when Mr. Barnes entered the office of the Journal as an apprentice. The first type set by Mr. Barnes was an item concerning a robbery at Marshall, Michigan, and the paper containing this article he still preserves.

#### **News Notes.**

THE Eldred (Pa.) Eagle is for sale.

THE Parthenon (Ark.) Gleaner is reported suspended.

The Emaus (Pa.) Herald has discontinued publication.

AT Astoria, Ill., the Argus and Searchlight have been consolidated. Suspension of publication by the Marietta (Pa.) Register is reported.

A NEW weekly, to be called the Reporter, will be started at Paulsboro, Pa. COALDALE, PA., is to have a new weekly. It will be published by D. C. Gildea.

THE Chickasaw Banner, of Waynewood, Okla., has moved to Pauls Val-

THE Mansfield (Ohio) News has been giving free band concerts at the

A stock company is being formed at Magnolia, Ark., to publish an agricultural paper. THE Dryden (Ont.) Observer has been consolidated with the Star, at Wabigoon, Ont.

Republicans are considering the matter of starting a weekly new spaper at Sheffield,  $\ensuremath{\mathrm{Ala}}.$ 

THE publishers of the Elm Grove (W. Va.) Journal are talking of printing the paper daily.

ROY V. SOMERVILLE, a New Yorker, has been appointed advertising manager of London Punch.

At Lawton, Okla., the Daily Constitution-Democrat plant was badly damaged by fire recently.

Great Falls has been chosen by the Montana State Press Association as next year's meeting-place.

Consolidation of two Kentucky papers, the Covington Comment and the Campbell Citizen, is reported. A New plant will be installed by the Plant City (Fla.)  $\it Courier$ . Wayne Thomas is editor and proprietor.

A New morning newspaper will be established at Portland, Ore. It will be known as the  $Daily\ Democrat$ .

A NEWLY organized company, with E. S. Blanton as president, has taken over the Newport News (Va.) Press.

A SEVEN-COLUMN, eight-page daily newspaper will be started at Tuscaloosa, Ala. It will be called the News.  $\ensuremath{\mathrm{IT}}$  is reported that a local company has been formed to establish and conduct a weekly paper at Mingo, Ohio.

THE Montana State Printers' League was organized at a convention of newspaper men, held recently at Bozeman.

E. J. Gallagher has succeeded Michael Meehan as editor of the Concord (N. H.) Patriot. Leo Sexton is the new publisher. Leo Sexton is the new publisher.

THE Peoria (III.) Journal has moved into its new home, which is one of the handsomest newspaper buildings in the country.

CLARENCE HELLER, publisher of the Continental (Ohio) Northwestern, has sold the plant to W. S. Thompson, of Oberlin, Ohio.

CHARLES SCOTT is the publisher of the consolidated Republican and Herald, at Marshall, Ill. The paper will be known as the Herald.

JOHN A. BERRY, Oberlin, Ohio, representing a company, will publish an independent newspaper at Elyria, beginning about September 1. A \$50,000 damage suit has been brought against the Masonic Chronicler Publishing Company, which is owned by Jason R. Lewis, who is editor-inchief of the Masonic Chronicler. The action is for libel, and is brought by a member of the order who was recently arrested on the charge of obtaining oney through a confidence game

ft

ck

ct

a 1e

ld

RS er

st e:e

ıs

se.

S

T. A. McNeal, editor of the Farmers' Mail and Breeze, an Arthur Capper publication, is a candidate for Congress in the First Kansas District. THE Louisiana paper, the Webster Signal and the Minden Press, have consolidated, and are being published at Minden, as the Signal-Democrat.

F. A. Moore, of Winston-Salem, former editor of the Journal, of that city, has purchased the controlling stock of the Durham (N. C.) Daily Sun.

On August 1 the Colorado Springs (Colo.) Evening Telegraph was con-solidated with the Evening Herald of the same city, under the title of the

solidated with the Evening Included an active campaign against gambling, J. E. Blank, editor of the Madison (III.) Republic, was badly beaten by two thugs in his office recently.

A NEW paper, to be called the News-Leader, will be published at Greer, S. C. The first issue will appear about September 15. M. L. Rhodes will be conserved manager.

be the general manager.

THE Courier Publishing Company, which has been issuing a Sunday paper at West Chester, Pa., recently went into the hands of the sheriff and its plant was sold at auction.

plant was sold at auction.

A \$10,000 PRIEE has been offered by the Boston Globe for the winner of the twenty-five-mile aviation race, to be held in conjunction with the Harvard-Boston celebration this month.

For the purpose of establishing Socialist papers in a number of Ohio cities, the Findlay Call Publishing Company, Findlay, Ohio, has been incorporated, with a capital of \$50,000.

C. C. PERSHING, a well-known Sioux City (Iowa) printer, gave a banquet recently to all of the daily newspaper printers in the city. The occasion was Mr. Pershing's departure for the Pacific coast.

A NEW weekly newspaper was scheduled to make its appearance at Monticello, Ga., some time during the latter part of August. The proprietors and editors are Nevin Talleson, Eugene Baynes and Hollis Pope.

At Rhinelander, Wis., the Rhinelander Publishing Company has been organized and will take over the *Vindicator*, with E. E. Payne as manager and editor. The paper is now issued twice a week, but the purpose of the new company is to make it a daily.

A surr for damages against the Dayton (Ohio) Herald, aggregating \$200,000, brought by members of the Gilman family, as a result of certain stories published in connection with the murder of Dona Gilman several years ago, has been dismissed, settlement having recently been effected.

V. A. Polachek, publisher of the recently started Commercial Times, at Chicago, has purchased the membership of the old Chicago Chronicle in the Associated Press, but it is stated that the franchise is not valid, although Mr. Polachek says he expects to obtain Associated Press service.

REV. H. C. MORRISON, at the recent Desplaines (III.) camp-meeting, made a vicious verbal attack on Editor Lyman Abbott, of the Outlook, stating that "if another period of financial depression should come upon us and the six million toilers should get hungry, they will vent their vengeance first upon such men as Abbott, who have destroyed their faith in God and the Bible." It is said these utterances provoked marked discord.

#### New Publications.

Merrill, Wis .- News. Sullivan, Mo .- News. T. E. Dotter. Nehawka, Neb .- News. John I. Long. Bowling Green, Ky .- Liberty. W. O. Bundy. Townsend, Mont .- Broadwater County Option. Sterling, Neb .- Weekly Citizen. T. W. Lally. Big Lake, Minn .- The Wave. Samuel L. Rauk. Shelbourne Falls, Mass .- Shelbourne Falls Press. New Martinsville, W. Va .- Tribune. C. O. Shaub. Charleston, W. Va — Weekly Courier. George Byrne. Sumrall, Miss.—Eagle. W. G. Brown, of Lumberton. Parkersburg, W. Va .- Tribune. Mayor W. B. Pedigo. Houston, Tex.— Chickasaw County Times. E. T. Winston. Frederick, Md. - Press (daily). Frederick Publishing Company. Philadelphia, Pa .- Forecast (Socialist magazine). C. H. Goudiss. Palmyra, Pa .- The Citizen. Report Publishing Company, of Lebanon. Decherd, Tenn.— Tribune. Brazleton Printing Company, of Winchester. Fort Wayne, Ind.— Trade Mark News. The Trade Mark Title Company. Huntington, W. Va .- The Pulse (magazine). Russell McCarthy, editor.

#### Changes of Ownership.

Pueblo, Colo .- Post. King City, Mo.— Democrat.
Polo, Ill.— Visitor. Sold to Stella Smith. Tavistock, Ont .- Gazette. N. Dopp to F. H. Leslie. Stayton, Ore .- Mail. W. L. Freres to C. B. Babcock. Alden. Kan .- Journal. Percy Torrey to W. E. Davis. Brandon, Tex.— Observer. W. L. Wray to J. D. Burrs. Keyser, W. Va.— Tribune. W. S. Barger to C. L. Bane. Silverton, Ore. - Appeal. H. E. Brown to H. E. Hodges. Stanford, Ky .- Journal. E. C. Walton to S. M. Saufley. Montour, Iowa .- Courier. L. H. Bufkin to Earl McNair. Richmond, Mich .-- Review. E. E. Brown to H. F. Harris. Red Oak, Iowa.— Sun. Boll & Clark to Wm. Boll & Sons. Aubrey, Tex.— Herald. J. M. Spencer to O. L. Hamilton. Batesville, Miss .- Panola Star. Sold to Mrs. E. M. Cage. Tuckerton, N. J .- Beacon. B. H. Crosby to E. M. Mathis. Blunt, S. D .- Advocate. H. O. Besancon to C. E. Besancon. Helena, Ark .- Daily News. Sold to C. M. Young, of Pine Bluff. Newville, Pa .- Star and Enterprise. Otto Block to J. W. Strohm. Dunkirk, Ohio.— Standard. G. M. Kingsbury to Charles O. Fowler. Towner, N. D.— News and Stockman. J. L. Killion to F. B. Haines.

Corpus Christi, Tex .- Sun. Mrs. Maude Gerhard to W. W. Gardner. Sanderson, Tex.— Times. Sanderson Printing Company to Jesse McKee. Pittsboro, Ind.— Sun. George Dewey to Samuel James, the former

Okmulgee, Okl Daniel McFarland. Okla .- Daily Herald, J. S. Moore to company headed by

Atlantic City, N. J.—Daily Review. John G. Shreve to the Seashore Publishing Company.

Delphi, Ind.— Journal. Charles B. Landis and Victor L. Richetts to och E. and B. B. Mayhill, of Flora.

Merrill, Wis.— News. Sold to Edward Mahon and Edward Fitzgerald, former publishers of the Wausau (Wis.) Record-Herald.

#### Deaths.

Hobart, Okla .- Clinton J. Worrall, state printer of Oklahoma.

Omaha, Neb .- S. S. Peters, veteran newspaper man and soldier.

London, Eng. - Linley Sambourne, since 1867 cartoonist for Punch. Kokomo, Ind.— Daniel G. Wilkins, pioneer printer, who had lived in one use for almost forty years.

Minneapolis, Minn.— William F. Mirick, well-known newspaper printer. He lived in the Twin Cities about forty years.

Alton, Mo.— Thomas H. Perrin, senior member of the printing firm of Perrin & Smith, of St. Louis, a former newspaper publisher and veteran of the Civil War.

Portsmouth, N. H.— Benjamin A. Appleton, publisher of the Bethlehem (N. H.) White Mountain Echo, and for twenty years proprietor of the Newburyport (Mass.) Herald.

Indianapolis, Ind.— James Gogan, at one time editor and publisher of the Boone County *Pioneer*, and later a compositor on the Indianapolis *Journal* for more than thirty years.

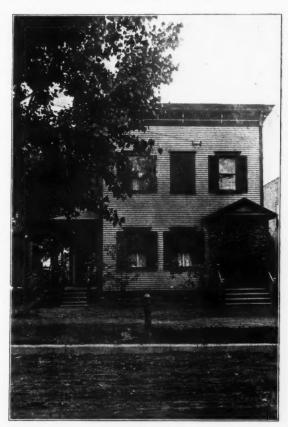
Cleveland, Ohio.—George Lyman Ingersoll, from whose printing-office, Hudson, Ohio, in the early part of the last century, were issued some of first books printed in that State.

Maryville, Mo.—Thomas E. Wescott, old-time tourist compositor who had traveled from coast to coast. He was postmaster at Peoria, Ill., when Abraham Lincoln was president.

Abraham Lincoin was president.

Brooklyn, N. Y.— Joel W. Taylor, on old-time printer and later one of the editors of the Binghamton Republican. Several years ago he conducted a music-printing establishment in New York city.

Chicago, Ill.— Oliver Hazard Perry, familiarly known as "Commodore." He was one of the oldest proofreaders in the city and among the first members of the Press Club and the local typographical union.

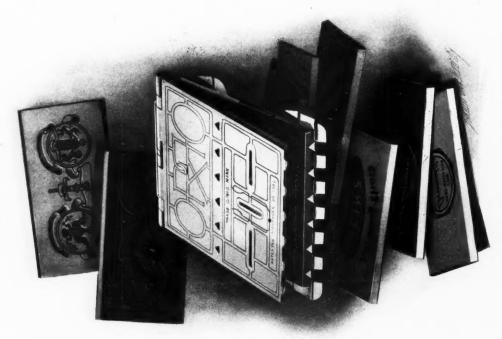


A PRESSMAN'S HOME.

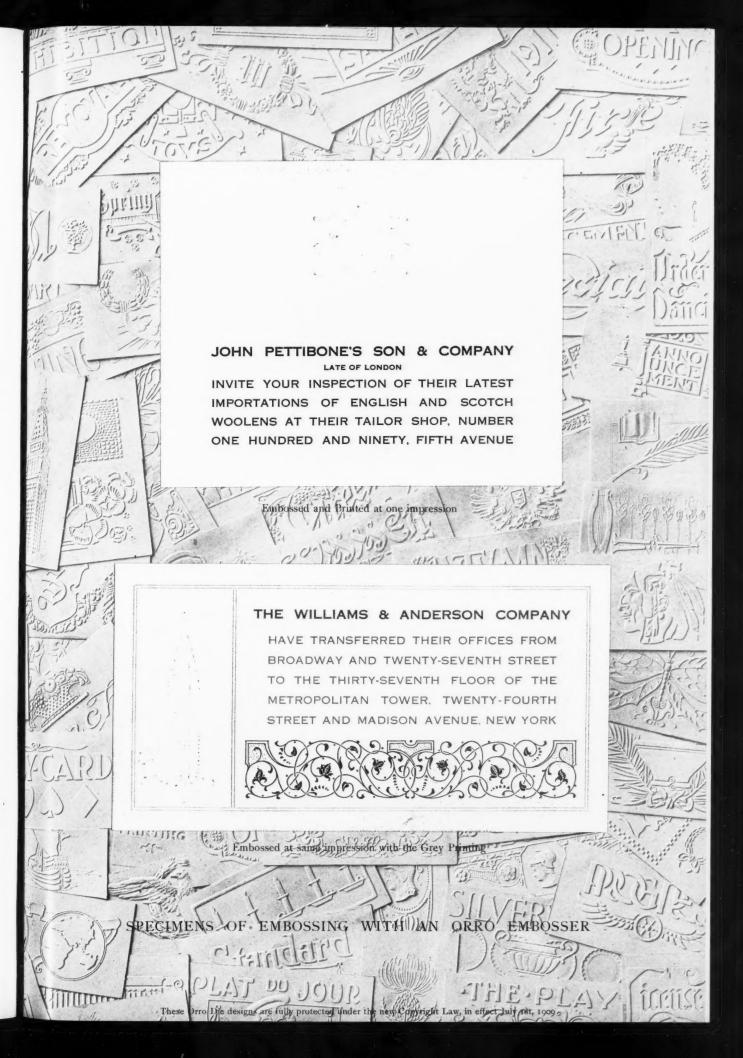
Residence of John B. Turcot, foreman pressroom, Free Press Printing Company, Burlington, Vermont.

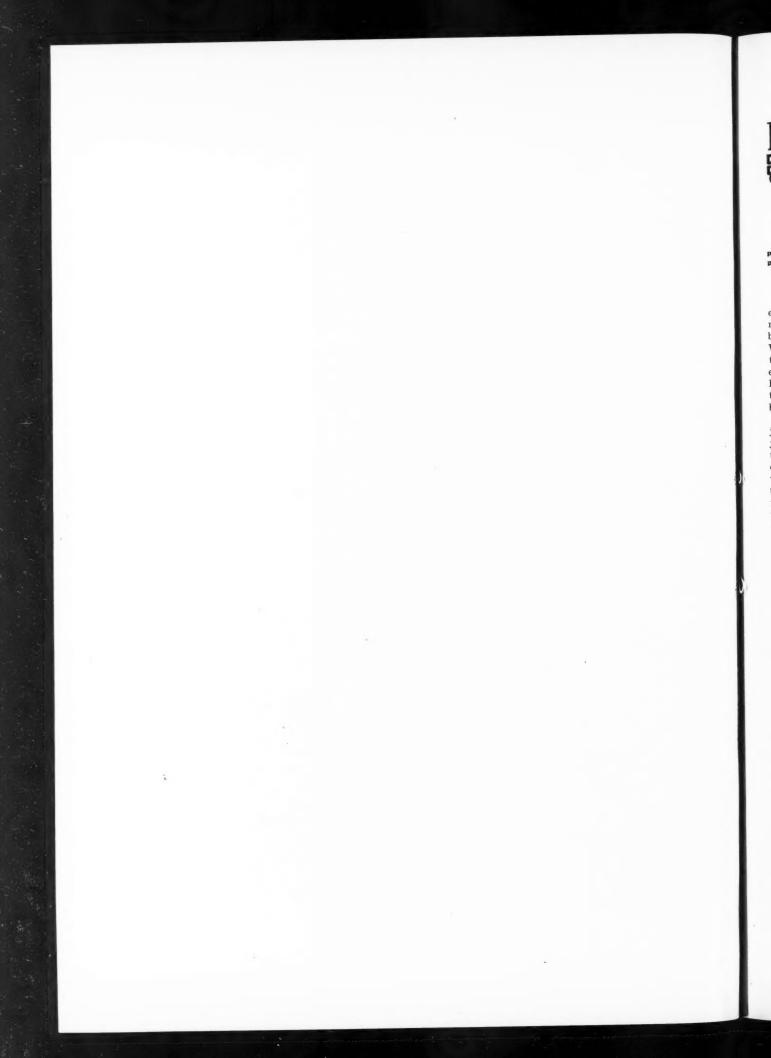






THE ORRO EMBOSSER AND SPECIMENS OF ORRO DIES.







The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

#### New Embossing Device for Job Presses.

Much of the tedious detail hitherto involved in doing embossed work is likely to be removed by the use of a recently patented device, called the Orro Embosser, now being made by the Orro Manufacturing Company, 119 West Twenty-fifth street, New York. It can be attached to the tympan-sheet of an ordinary job press, and perfect embossing can be produced by it with remarkable facility. If desired, printing can be done at the same impression, as there is no interference by the rollers. The embossing may be done either plain or to register on top of colors or bronze.

The appliance consists essentially of a pair of hinged jaws, the female embossing die being placed in the upper jaw and the force in the lower. The jaws are fastened to the tympan as easily as pin-guides, and the stock to be embossed is fed between them so as to take the embossing where it is wanted. There is an iron block furnished with the outfit, which is placed in the type-form just as one would insert an electrotype, and when the impression is given, this block forces the jaws of the embosser together, and the embossing is done. This arrangement does not interfere in the slightest with the type-form, the iron block being no larger than the jaws carrying the dies, so that a printed and embossed job can be perfected at one impression. The dies being interchangeable, a complete change in the design can be made in a minute.

As the force is made directly from the die, it has got to fit. Both these parts slide into the Orro on tracks and are stopped in exactly the right place by springs which press into cross-slots in the back of the force and of the die, holding them there without the slightest variation. This absolute accuracy of register in the dies ensures a sharp, clean design, the specimens of the product submitted to The Inland Printer being very beautiful in this respect.

In operating the Orro, a previous knowledge of embossing is not essential, and with it any work can be done that a special embossing-press will do, within two inches of the edge of the stock. In some lines of work an embossed piece gives an appearance of elegance and refinement unapproached by any other method of decoration. There are hundreds of uses, such as covers for booklets and catalogues, circulars, stationery, calendars, photograph mounts. invitations, score-cards, society work, or for embellishing anything made of paper or card with an embossed crest, monogram or other design.

The makers have provided a book of stock dies for the convenience of the trade. The illustrations are the exact size of the dies, and each is numbered for handy reference. Special dies will be made on short notice at a moderate price, depending largely on the simplicity or intricacy of the design. The system of interphenocable dies is a feature.

the design. The system of interchangeable dies is a feature which will interest every printer, particularly as the makers have established an exchange or "library" plan, whereby dies may be exchanged on payment of a small dif-

ference in price and other stock or special dies provided in their stead. The female dies are said to be indestructible, while the forces, or male dies, will last for more than one hundred thousand impressions, and are renewed at a cost of \$1 each.

The illustrations on preceding page give a fair idea of the Orro Embosser and the way it is used. Detailed description with specimens of the work will be sent to employing printers and pressmen on written request.

#### Benzen - Benzin.

(740.) The apparent similarity of these names leads to some confusion regarding their properties. The pressman is quite familiar with the latter, for benzin is the most commonly used solvent in the pressroom, being derived from petroleum. Benzen is obtained from coal tar and is used, indirectly, in the preparation of many of the colored substances and developers used in color photography.

#### School for Pressmen.

(739.) "I am a pressman, having but a limited experience in colorwork, and am ambitious to learn all the tricks in presswork. I would like to know of a school for pressmen." Answer.— There is soon to be started a school for the instruction of pressmen, under the auspices of the International Printing Pressmen's Union. All the preliminaries have not been arranged, hence the delay in announcing the opening of school. Particulars will be given in these columns later.

#### "Imposition" for Pressmen.

(733.) "Is a pressman working in a shop using patent bases required to make up his own forms? What book on imposition will be of help to a pressman?" Answer.—Pressmen do lay out pages and should know the lays of various kinds. "Imposition," by F. J. Trezise, is an excellent book for this purpose, having all the forms of imposition for the various folding machines, and being concise and of pocket size should be in the possession of every pressman having such work as our correspondent refers to. The price is \$1, postpaid, to be had from The Inland Printer Company.

#### Hot Embossing.

(736.) "Have you a book on embossing that will give directions for hot embossing? What kind of composition is used for this class of work, and where can it be procured? I have a composition, but I must make it ready the night before I use it so as to give it time to set." Answer.—"Practical Guide to Embossing and Die Stamping" treats the subject of embossing fully; published by The Inland Printer Company; price \$1.50, postpaid. A special grade of embossing compound is used for hot embossing that will withstand all the heat required in this work and will give sharp relief; it does not require preparation over night. Paul Schwenke, Detroit, Michigan, makes a specialty of this compound.

#### Books on Inkmaking.

(738.) One of the largest manufacturing concerns of typewriter letter duplicators sends the following query: "Will thank you for the names of the best works on printing and lithographic inks." Answer.—To become familiar with a subject one should read books written by different authors, as the subject-matter may be treated from a different viewpoint and gives the student a broader grasp of the subject, hence we suggest the following books, all of which are well written and illustrated: "Manufacture

of Ink," by Sigmund Lehner; price, \$2.10; "Oil Colors and Printing Inks," by L. E. Andes; price, \$2.60; "Modern Printing Inks," by Alfred Seymour; price, \$2. For sale by The Inland Printer Company, and sent postpaid for price stated.

#### Numbering Machines on a Press.

(735.) Submits a loose-leaf order-blank, having a space in lower right corner for an automatic numbering machine, which is operated by the pressure given the "No." part. The query concerns its use on a cylinder press and is as follows: "Would like to know how to use this machine on a cylinder press so that it will not punch through the stock. It works all right on a platen machine." Answer.—On the platen press the characters "No." impinge on a flat surface, the pressure being given direct, while on a cylinder the pressure is first received on the edge which causes it to punch in a trifle before it is fully depressed. The punching of the edge and the consequent rough printing of the characters can be minimized by cutting out a small piece of the top sheet and one or two

desires to know how to remedy his trouble. Answer .-The type and rule for work of this kind will print best if a heavy-faced selection is made. As the form contains some light ornaments and also one and two point rule, this part should be changed to four-point and the light ornaments eliminated, as they will fill up when a stiff ink is used. The heavy-faced type will print properly with the ink unmodified except by the addition of a small quantity of turpentine. This will cut the gloss, and if less impression is carried, while the press runs slower, the covering capacity of the ink will be increased. As glossy inks do not look well on antique, unless they are given the highest finish, it will be well to allow the ink to dry out flat. This is brought about with turpentine mixed into the ink. Double rolling will give a more uniform covering than by carrying a great quantity of ink.

#### Automatic Numberers.

(741.) Submits a sheet of manila, 8 by 12 inches, on which five blanks are to be printed. The blanks are to be numbered as printed and are to run up to twelve thousand.



BUILDING FOR THE BUREAU OF ENGRAVING AND PRINTING, WASHINGTON, D. C.

James Knox Taylor, Supervising Architect.

sheets beneath it and pasting thereon a thin piece of celluloid which will be slightly less in thickness than the pieces removed; the celluloid offers greater resistance than the top sheet and does not punch through so readily.

#### Violet Ink for Goldenrod Stock.

(737.) Horace Carr, Cleveland, Ohio, offers the following suggestions relative to queries 716 and 720, in The Inland Printer of August: "If No. 716 will sponge his hard rollers, after washing clean with benzin, and when they have dried enough to become tacky, will cover the face liberally with glycerin, repeating this last operation for several days, it will freshen the rollers somewhat; but, as you say, new roller is the only permanent remedy. If No. 720, when printing goldenrod stock, will use a good strong purple or violet ink and mix in some very heavy cover white, one-third white to two-thirds purple, it will help matters a great deal. If the color is not deep enough after printing with this, run a second impression with more purple and less of the white."

#### Ink Spoiled by Reducing.

(742.) Submits a pamphlet cover, printed in red ink on black antique cover-stock. The printing is weak and mottled in the solid lines and rules, and shows the ink to be squashed out to the edges, indicating too strong impression with a weak-bodied ink. The ink also exhibits a glossy appearance, contrasting strongly with this matte surface, which suggests that a gloss red had been used. The printer who is inexperienced in this class of work

The query runs as follows: "We have two automatic numberers to go on a platen press and we desire to print the enclosed sheet and have five consecutive numbers to the sheet, the numbers running up to twelve thousand. To number by hand will be expensive. How can we do this work to avoid hand-numbering?" Answer.—As you have but two numberers, you should procure three more; all should be of the type that can be arranged to skip five numbers. Lock them in the proper place and arrange the numbers so as to start the top blank as number one, and the others in consecutive order; the sheets as printed should be turned face down by the feeder as they are withdrawn.

#### Offset Press for Bag-printing.

(743.) A Parisian printer and manufacturer of paper bags sends the following questions: "1. Why are not aluminum plates used in offset printing? 2. What are the best machines for making the square, block-bottom bags from sheets? We wish the addresses of manufacturers. 3. Is there any special bag-paper manufacturer in the United States? 4. We presume the offset press to be the best to print the sheets to be turned into bags; we would be pleased to learn the names of offset-press makers in the United States. We wish to state that we find so much useful and interesting matter in your journal, that, despite of our incomplete knowledge of your language, we read every line from the first to the last, and we anxiously await the day the steamer brings your well-made paper to us."

Answer.—1. Aluminum, as well as zinc, is used on offset

presses. As zinc is much the cheaper of the two metals, and as it meets all the requirements for this machine, it is not likely that aluminum will displace zinc for some time. 2. Address the Continental Paper Bag Company, New York, for information concerning machines and special paper for bagmaking. 4. The following are makers of offset presses, to whom inquiries may be addressed: Fuchs & Lang Manufacturing Company, 29 Warren street, New York city; Hall Printing Press Company, Dunellen, N. J.; Harris Automatic Press Company, Chicago, Ill.; R. Hoe & Co., 504 Grand street, New York city; A. H. Kellogg Company, New York city; Potter Printing Press Company, Plainfield, N. J.; Walter Scott & Co., Plainfield, N. J.

#### Smut-sheeting Machine.

The Gilbert Slip-sheeting Machine Company, of Chicago, has been assigned a patent by the inventor on a machine for slip-sheeting which can be attached to cylinder presses. The inventor of this machine is James E. Gilbert,

the cloth is worked in folds by rods and bars moving horizontally, two hundred sheets are in the machine at one time. The first sheet is discharged into the truck at the bottom just at the time the last one is received on the cloth at the top of the machine, and in the same order as printed. The time of passage through the machine can be readily computed. It is, however, sufficient to allow any of the ordinary inks to take a film. The machine is directly connected to the press and can be made in such a way that it can be detached and moved to another machine and operated successively on several machines, as the width of the folds permits the use of the widest stock.

The inventor's claim of "an automatic machine by which successive portions of smut-sheet material are placed between the successive sheets of lithographed or printed matter, as they are delivered from the press, this without the smut-sheet rubbing on the print-sheet," is substantially attained in this machine without restricting the output of the press.



TOLMAN JOB PRINT EMPLOYEES, BROCKTON, MASSACHUSETTS,
On their annual outing at Glen Echo Lake.

well known to the printing trades as joint controller of Gilbert-Harris metallic overlay.

The machine is devised to give a sufficient interval between the printing and stacking of sheets, so as to allow the ink to form a film; in other words, to allow the vehicle of the ink to form a protecting skin which will prevent offset by contact of the sheet that follows.

The machine differs radically from any other device designed for the same purpose and has been tested under the most exacting conditions, so that the projectors appear satisfied that the work can be done perfectly and wholly automatic

The present method of slip-sheeting involves the use of manila, news or other grade of rough paper, and the placing, by hand, of these sheets successively between the printed sheets on the fly-table by girls or other help. These sheets are again removed after sufficient lapse of time is given the ink to form a protecting layer. By the new method the sheets are carried to the smut-sheeting machine by tapes from the press and are delivered printed side up on to an endless cloth. The sheet is supported by this cloth and makes a number of changes of position vertically until it is finally laid, softly and without friction or side vibration, on a truck below. During its transmission through the machine it is lying on the cloth, face up, and at no time has its printed surface contact with cloth or sheet, thus insuring an opportunity for the ink to take on a film without smutting. By the ingenious arrangement whereby

#### Badge Printing.

(734.) "Would like answers to the following questions relating to badge printing. 1. What kind of ribbon and ink is best suited for badges? 2. What should the charges be for such work as compared with commercial work, such as note-heads, etc.? 3. What methods are employed on long runs of printed badges?" Answer .- 1. Satin ribbon always prints and looks well, providing the proper type and color of inks are used. An ink carrying the maximum of pigment with the minimum of tackiness should be used. To cut a heavy-bodied ink use spirits of turpentine in small quantities. 2. The charges should be based on the time consumed in the work, together with the cost of material used and the time required to prepare it for use. 3. If the length of the badge permits, time can be saved by printing them double, for it is but a trifle more difficult to print a piece of ribbon ten inches long than half that size, and a light-faced rule may be used as a mark between the forms for cutting them. The feeder, with the aid of a boy to separate the ribbons on the feed-board, may print them at a rate up to eight hundred an hour by feeding them to a pica reglet pasted on a piece of glazed label stock. The grippers can be arranged so that a network of thread runs through the type lines so that the ribbons are readily detached from the type. An ingenious printer on a long run of two-inch satin ribbons, six inches long, removed his platen cam roller and locked the platen up, and prints the ribbons from the bolt which is attached

below the lower edge of the platen and held at a slight tension. The ribbon is drawn upward the required distance after each impression and allowed to fall in folds into a paper box, or is gathered carefully and laid aside, to be afterward cut to the mark printed lightly thereon. This plan is of little or no value for short runs.

#### A Make-ready from New Zealand.

(744.) On several occasions we have commented on the excellence of the presswork of Mr. J. V. Price, of the Weekly Press, Christchurch, New Zealand. At our request, he sent us a complete tympan of a form of letterpress and illustrations of the last Christmas issues of the Weekly Press. This tympan consists of three sheets of top-sheet manila .005 inch thick, one sheet of hard super book paper

There is no cut-out in the tympan to compensate for this addition. The printing of this form of the Weekly Press is one of extraordinary clearness in the half-tone cuts, the work in this respect being superior to our metropolitan magazines of similar size. In a letter to THE INLAND PRINTER, Mr. Price says: "In reference to the tympan which I sent you and your query as to whether those tympans represented the complete make-ready of the forms, I beg to say, yes, they formed the complete make-ready. There were no 'spot' sheets or other make-ready of any sort besides those sent. This makes me think that even at your end there are pressmen who put in unnecessary work in the make-ready, and I hope my fellow pressmen will pardon me for saying so, also for a few remarks on make-ready. Might I ask why those pressmen figured



A PRINTER'S HOME.

Residence of E. V. Aten, journeyman printer, 502 Webster avenue, Houston, Texas.

.004 inch thick, two sheets of super .003 inch thick. The sheets are arranged in the order named, the thinnest paper being next to the hard packing. There is a noticeable absence of the mark-out sheets, which characterize a tympan in an American pressroom. There is not a pencilmark on the entire tympan. The make-ready consists substantially of a few patches of tissue .0018 inch thick, placed in position where the impression is visibly weak. There are a few cut-outs in the thin super, and a chamfering of page edges on the lowest sheet. Several spots on the draw-sheets were rubbed down to soften the pressure. The zinc overlays were pasted on the third manila and above it was attached the heavy sheet of super stock. The top sheet does not exhibit any considerable depression as a result of sixty thousand impressions. The heavy sheet of super, which was attached just above the zinc overlays, is developed into a reverse matrix of the overlay, by the continued pressure. These overlays show a thickness of .007 inch in the solids and .0051 inch in the high lights.

there were some spot sheets which were not included in the make-ready sent? All that was necessary was done on the numbers of sheets forming the make-ready. Then why have more; could they see any necessity for having more spot sheets? If I could have got better results, or saved time by having, say, one or two more sheets for make-ready, I certainly would have them. And this is where so many pressmen err. They have too many makeready and spot sheets, and in many cases they don't get the amount of make-ready on each sheet that they should get, but waste the time putting on unnecessary tympan sheets, instead of doing all they can systematically on each sheet right from the 'jump.' I say also that a great many pressmen make or cause much of this unnecessary work in make-ready themselves, through not using their brains at the start of the job. For instance, in the underlaying and careful planing down of the forms this is the foundation and most vital part of the make-ready; but how many pressmen loosen their forms and make sure everything is

down and solid before starting on the make-ready on cylinder (or tympan). How many men underlay a form, pull proof - yes, the cuts are all up level - 'right, oh,' lock-up forms on bed, proceed with make-ready, place overlays in position, almost complete the make-ready, when they wonder why a rule or some portion of the form is still too heavy or 'just as bad' as it was before it was cut out; then the form is examined, perhaps unlocked and carefully planed down, and then, when the next proof is pulled, they wonder what has occurred to bring about the change of appearance of the last impression. The result is a 'botched make-ready,' which gives poor results and causes much trouble in the working off of the job. Another time, just after the job is started, the form has to be unlocked on machines for some alteration - it happens the form gets planed down, with the same result - it is quite different to when the pressman finished his underlaying and, without unlocking and planing the whole of the form, proceeded with the make-ready. But, if he had used judgment when underlaying he would know that the typematter near the blocks would be drawn up ever so little. Here is the time to loosen the forms and see that everything is solid - it pays to attend to this. If it so happens the form has to be unlocked later on, then you are in the same position with your make-ready when you see the form is again locked up after being carefully planed down. How many pressmen, when asked why they have been so long over a make-ready, tell you the form was in a very bad way, that they have been working on and patched up 'six or eight sheets,' and surely they have been busy the whole time and working hard, too. Yes, they have been working, but all this work wasn't wanted, and, if you look into each sheet forming the make-ready, you will find much of it could have been avoided. It takes a lot of hammering to convince them they could have done with less work, saved the time and expense of two, at least, of the tympan sheets and had a better and more reliable make-ready. Another matter I would like to refer to is interlaying and overlaying half-tones which are mounted on a wooden base. Many pressmen spend a lot of time in cutting and applying interlays. Well, we will perhaps allow that some mounts require an interlay to level them off; but often this interlay is applied when it is not wanted, and in due course the overlay is placed in position and job started, but the pressure from above gradually (sometimes very quickly) squeezes the interlay into the mount and, swelling the mount, causes trouble here, undoing the work of the interlay, and lessening the life of the plate. When this same thing is applied to iron or metal mounts it is even worse, and there can be only one result - unnecessary strain on machine and unnecessary wear on the plates. I have seen the life squashed out of many a good plate through too much make-ready and pressure caused by using both an interlay and an overlay on the same plate, when one - the overlay in preference - would have been quite sufficient, given better results, saved time and prolonged the life of the plate. Provided the mount and plate are even, there is no necessity for interlay or raising the solids - heavier tones from the lighter ones - a good overlay will do all that is necessary. As to the nature of the packing which forms the make-ready: herein lies the secret to good work. Many of the so-called manila or draw-sheets in use are too hard, brittle or lifeless, and coming so near the face of plate act like a thin piece of metal and cause unnecessary wear on the plate. I believe in hard packing for fine work. but hard packing does not mean 'lifeless packing' and a tin-like sheet coming in contact or so near the surface of the plates being printed. I think, if pressmen studied the

n

n

top sheets more, they would get better results in the end. The relief in metallic overlays: This is, of course, governed by the class of paper used on the job, but I always prefer having a strong overlay, as it can be buried in an extra sheet if necessary. My method of make-ready is to test all mounts before the plates are mounted (if possible). I do no interlaying, as I consider it so much time wasted with wooden mounts, and, if a mount is faulty, right it. An interlay won't right it. My plan is a careful underlay of forms where necessary, hard and suitable packing up to manila on which the overlays are placed; then above the overlays the packing or make-ready sheets should be softer and more elastic, with the top sheet of the right material and drawn tight - I mean perfectly tight. In my opinion, there is no necessity for using thin brass cylinder sheets near the top sheet to get a sharp print. With our modern presses a sharp clean print can be got and kept without the use of any metal sheet being used so close to the printing surface. I would advise pressmen to leave this metal sheet alone, especially so when using metallic overlays, as, instead of getting the full benefit of the overlays, the tendency would be to drive the relief into the packing which is underneath the overlay sheet." However American pressmen may differ from Mr. Price in their methods of procedure, they will give him credit for the excellence of his work. The make-ready may be seen at THE. INLAND PRINTER office.



A PRINTER'S OUTING. -- "GRANDPA'S BIGGEST CATCH."

Photo by William B. Mohr, Lebanon, Pennsylvania.

#### THE COST OF LIVING.

A young lady who taught a class of small boys in the Sunday-school desired to impress on them the meaning of returning thanks before a meal. Turning to one of the class, whose father was a deacon in the church, she asked him:

" William, what is the first thing your father says when he sits down to the table?"

"He says, 'Go slow with the butter, kids; it's 40 cents a pound,'" replied the youngster.—Ideal Power.

#### PRESSMEN'S INTERNATIONAL CONVENTION.

BY JOHN CHARTERS.



ERHAPS never before in the history of printing-trade unions has there been a convention confronted with a series of more perplexing problems insistently demanding solution, than confronted the twenty-second annual convention of the International Printing Pressmen's and Assistants' Union, held at Columbus, Ohio, beginning

June 20, 1910. Conflicting interests, graded by what were conceived to be legitimate grievances, struggled for expression during the longest drawn-out session in the history of the organization. The Rev. R. T. Lowe seemed to scent something of the impending strife of the following nine days when, in invoking the Divine blessing, he made reference to "the entangling complications of life." The severity of the weather added no little to the strain under which the delegates worked. And when Mr. Long, representing the chief executive of the State, entered his claim for a seat among printers' devils, on the ground that he had once done service as part of a Washington hand press in just such weather as was then prevailing, and averred that "a man had to be something of a devil in order to do the occasion justice," his humorous sally seemed not without point, under the circumstances, for the two conditions did present sympathetic analogy.

When, in another part of his speech, in reflecting upon the importance of the convention's work in the uplift, he said: "Your work is so broad and deep that, in order to appreciate its importance, one must pause and look into the very heart of modern civilization's results," the speaker sounded a note of common belief, and understanding among his hearers. To the delegate who had attended the four preceding conventions of the International Union, the problems and difficulties which presented themselves at this one were those attendant upon readjustment to conditions that had arisen in the interim. This session took on the form and function of a clearing-house, through which the issues that had developed in the last three years must come for final settlement. It was beyond the bounds of reason to assume that an organization that had gone through three of the most trying years of its life could emerge without some form of aftermath. It is significant that the issues the pressmen's and assistants' union has met and solved in the last three years number among the most important that organized labor has been struggling with since the movement began. And it is indeed an excellent comment upon the standard of progress represented in its ranks that the institution has preserved a solid front in the face of these formidable problems, and stands prepared to look the future in the eye.

The mills of social economy are grinding exceedingly fast and fine these days. Abstract principles and precepts are being turned inside out and made to stand the test of an exacting scrutiny. Political and social institutions have been stood on their heads. The body politic is seeking room for greater expansion. The industrial organism is growing with the pains of new life. Accepted theories of correct procedure of to-day will be in the discard of to-morrow. It is a long call from the hand press to the sextuple, from the trade guild to the federal union, but they are the legitimate children of the industrial scheme. Invention edged the hand press out of a job; necessity shifted the burden of protecting the interests of the worker from the guild to the union. The industrial order of things has been revolutionized. There was a time when the worker

owned the tools of production; since then, evolution has maneuvered him out of the position of owner into that of attendant; but he has come to know that the alternative of simply being an operator has its compensations, when backed up with a liberal education. The action of the pressmen's and assistants' convention in voting money to establish a technical school was done out of a consciousness of a growing condition that is making it imperative, as one delegate put it, that we educate our membership up to the demands of the trade or eventually lose in the race for the best positions. Whether the opinion expressed best represents the spirit that inspired the establishment of the institution could hardly be said, but we are at least safe in saying that it was a factor in determining the convention's attitude. That the kindred interests in the industry are alive to the desirability of technical education is best evidenced in the cooperation that the school commission met with in its canvass among the manufacturers for sufficient material to equip the proposed school. The commission reported that it was pledged \$50,000 worth of presses and supplies to start the institution, when the plans are finally consummated. Of the many issues that have been raised in the industry in the last few years, there seems never to have been one on which all the conflicting factions have come together in such harmony and unanimity of action. It surely bespeaks a new era in the printing industry. The commission reported that when the school opens it proposes giving practical lessons in presswork at the cost to the student of the nominal fee of \$30; the instructor to determine when the student is sufficiently well equipped to graduate. A correspondence course for nonresident students is to be inaugurated, which will make it possible for any one so desiring to keep informed on all the new features of the trade, and receive a practical education in first-class presswork.

The question which received the most attention at the convention and was closest to the heart of the administration and the majority of the members, came up over the report of the Officers' Reports Committee on the Tuberculosis Home, which a recent referendum had instructed the executive board to establish at Hale Springs, Tennessee. Perhaps nothing since the eight-hour issue was raised has developed such widespread interest among the membership. The appeal sent out by the commission in behalf of this project was received so heartily by the members and others interested that, at the time the convention opened, there were already several thousand dollars more in the international treasury than would be necessary to pay for the 519-acre tract of land and other properties purchased, and several thousand dollars more were turned over by delegates whose organizations had instructed them to pay just as soon as the plans were completed. Opinions may differ concerning the ultimate results the organization hopes to attain for its sick membership, but surely a project so humane deserves sincere and substantial support. In this day of trusts and trusting people and scramble for gain, the dog most likely to get kicked is the one least able to take care of himself. The game of industry knows no Marquis of Queensberry rules. It is only in our brutalities that we sport a "belt line." The fellow with the hectic flush, staving off the coroner with but a single lung, gets no more quarter than does the Standard oiled victim. The attempt of the pressmen's and assistants' union to furnish a place of refuge for those in our craft who have been hit by the most severe of all social diseases is surely worthy of the greatest good fortune.

Not the least important matter that came up at this convention was the old, standing apprenticeship question.

There is probably no other craft in all industry that is beset with such a perplexing problem. The preceding convention had instructed the president to appoint a commission to bring in a comprehensive mode of procedure to be acted on. The plan finally adopted may or may not prove to be the solution of this much-mooted question, but certainly its promoters could not be accused of lacking liberality. One of the advocates of the new law, after styling the prevailing apprenticeship system a legacy handed down from the feudal system, insisted upon a liberal plan being adopted and said, "I want to pull the feeder up, so he can give me a further boost upward." The provisions of the new law make it possible for a member who has served four years in a pressroom, under the jurisdiction of the International Union, and who qualifies as a pressman for a period of ninety days and receives the pressman's scale of wages for the jurisdiction he is working in, to be eligible for membership in the pressmen's union.

of

ve

n

ıe

The rapid development of the industry has caused the ever-present jurisdiction problem to become a more sharply in the light of the last three years' struggle to enforce the eight-hour day and the attendant hardships, due to the necessity of financing the movement, is an excellent indication of the standard of progress represented in the craft.

No phase of the union's activity shows better the advancement made than is indicated in the report of the committee on the *American Pressman*, which reported a total of \$16,894.97 in receipts for the year and a balance on hand of \$4,071.96 over expenditures, a surplus that will be used in the coming year to partly defray the cost of the technical school.

The Committee on Allied Trades Label submitted a most elaborate and comprehensive report on the development of the work in that department, and submitted a new plan for its prosecution in the future — a plan that had been adopted by the bookbinders, the photoengravers, the stereotypers and electrotypers, and which will come up before the next convention of the typographical union for acceptance or rejection. The new plan calls for some substantial changes in the method of work of the council, and provides for joint



A PRINTER'S HOME.
Residence of C. R. Kent, superintendent Free Press Printing Company, Burlington, Vermont.

contested issue with each succeeding year. This convention saw the lines more sharply drawn, perhaps, than any preceding one; and, although there are still some points in dispute between the contending partisans, the action of this convention undoubtedly clarified the atmosphere to a degree that will render impossible the repetition of certain phases of the disagreements that have been a prolific source of trouble in the past. Although the pressmen's and assistants' union is one of the most perfectly organized, by virtue of its organic scheme, there is little likelihood that the immediate future will see the total elimination of the jurisdiction disputes. But we are satisfied that nothing of ill disposition will prevail, just so long as the issue continues to be fought out on the convention floor, instead of retiring to the street to do battle, thereby rendering its flank an easy mark for the pot-shot of the opposition.

The year just passed has been one of the most fruitful in the organization's history. The secretary reports a sum in the treasury, May 23, 1910, of \$101,133.27, an amount considerably in excess of that held the preceding year; and an increase in membership of 1,328, which, when viewed

ownership of the label. Whether it will pass the typographical convention can only be conjectured at this time, but it is reasonable to assume that some new scheme will be adopted in the very near future.

The president and organizers report the installation of twenty-seven new charters and a general improvement in the wages and conditions of the membership in seventyseven of the locals in the past year.

Among the speakers who addressed the convention during its session were President Francis, of the Printers' League, and A. N. Kellogg, of the Newspaper Publishers' Association; James M. Lynch, president of the Typographical Union; Robert Glockling, of the bookbinders; President Woll, of the photoengravers; President Friel, of the stereotypers; L. P. Straube, of the Allied Printing Trades Council of Chicago, and the Hon. G. S. Marshall, who delivered the address of welcome in behalf of the municipality.

Hale Springs was chosen for the next convention, and the board of directors was given power to move the headquarters to the same location, if that be found expedient.

### THE INTERNATIONAL TYPOGRAPHICAL UNION CONVENTION.



WO thousand men and women, in whose lives their well-beloved "I. T. U." plays a great part, assembled at Minneapolis from all sections of the continent to attend the fifty-sixth convention of the International Typographical Union. There was the young and serious-minded delegate — perhaps he came from

Saskatchewan or maybe from Florida—who had some scheme that would make the organization invincible before another year had passed; there was the older warhorse, who smiled indulgently, and expressed the opinion that now the union had reached the fifty-thousand class its growth would take care of itself. Also there was the dele-

The gathering was a heterogenous one. For the most part the men were young, and dressed in the comfortable and smart-appearing habiliments which fashion decrees for the summer season in this year of grace. There were of course, masculines indifferently groomed, and here and there a positively seedy person, but these were offset by those who always "dressed" for the evening, and continually gave one the impression that a well-trained valet turned them out each day. As a local newspaper noticed, it was a well-groomed, prosperous-looking assemblage, when judged by the standards obtaining in hotel lobbies or business-men's restaurants, where the visitors for the most part dined. Individuals and groups gave little dinner parties during the week, for which the ladies produced from somewhere proper dinner costumes with which to grace flower-bedecked tables. To quote a society editor of a daily paper, who watched the throng in the West Hotel



INTERNATIONAL TYPOGRAPHICAL UNION OFFICERS AND TRUSTEES.

gate who, with fire in his eye, declared he was going to get the scalp of this or that officer — usually the whole lot — because of some alleged injustice done or prejudice against his local union, and who lost his bravado and his case in the swirl of the convention. But the man most in evidence was the plain visitor who wanted to see the sights, and was not much concerned about the troubles that worried the neophytes and politicians.

For the nonce all became sightseers, as the union printers of Minneapolis and St. Paul did not permit their guests to miss any of the wondrous beauties of the region. The time-honored carriage-drive was not for the delegates and visitors to this convention. They rode in more modern vehicles, there being placed at their disposal for one day thirty-five automobiles of various shapes and makes, to say nothing of the occasional machine that put in an appearance to take a private party on short tours. On two days there were fifteen large trolley cars at the disposal of the guests, and which took them to lake summer resorts, where the amusements usually found at such places were free to the visitors.

on the night of the ladies' reception, "These printer folk 'put up a good front' in a social way; they know how to carry themselves and are neatly and appropriately dressed for this sort of a function."

All the time was not devoted to pleasure-seeking. There was some business — most of it done toward the end of the week, when the delegates were near exhaustion from the rapid pace set by the Entertainment Committee.

The convention opened on schedule time, with music by a band and prayer by Rev. M. M. Adams, a former printer. Representatives of the governor, the mayor and the Commercial Club welcomed the delegates and were assisted by Mayor Clayton, of St. Joseph, Missouri, who made it his business to be in Minneapolis at that particular time, in order to renew acquaintances made last year, when the convention was held in his bailiwick. His Honor, who is a paper manufacturer, is a prime favorite with the journeymen printers who attend conventions, and they acclaimed him a future governor of Missouri.

The officers' reports showed a total membership of more than 52,000 and \$382,295.26 in the International

Union's strong box, while in the treasuries of local unions there was the tidy sum of \$312,581.05. President Lynch told the membership that "With such a record of progress behind us, surely we can look forward with confidence to the future of our organization. Maintaining our policy of conservative action; dealing justly with those with whom we are associated in a business capacity; resorting to radicalism only when that is necessary in order to achieve a just end, we will continue to grow in strength, influence and power in the industrial world, and will gradually improve the conditions under which the individual member earns his livelihood."

ole

es

re.

nd

by

n.

et

d,

e,

es

1e

d

0

#### CAMPAIGN MUDSLINGING.

During the last twelve years the officers of the union have been elected by referendum vote, and the campaigns have been noted for numerous charges against candidates, couched in the most virulent language within the reach of WHEREAS, These insinuations and near-charges have never been brought forward in a legitimate manner after the election is over; and

Whereas, This practice exposes the thoughtlessness or insincerity of those making the unsupported charges, and injures the organization by parading the lack of character of some of its members; and

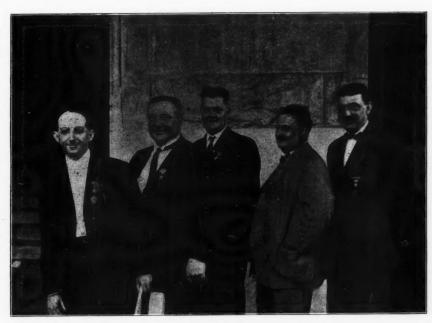
Whereas, This pernicious practice is a vicious violation of the spirit and letter of that clause of our obligation in which every member solemnly declares that he "will not wrong a member, or see him or her wronged"; therefore, be it

Resolved, That the International Typographical Union, in convention assembled, denounces the custom of maligning and slandering our officers that has made our election campaigns the marvel of other trade-unionists and a disgrace to our organization; and be it further

Resolved, That we congratulate the membership at large on its prescience in always ignoring the fulminations of those mistaken, misguided or vicious maligners and slanderers, and compliment the officers on the remarkable records attained by them in the discharge of their trusts.

#### OLD-AGE PENSIONS AND BURIAL BENEFIT.

A large number of propositions were presented intended to amend the old-age pension-fund law in various particu-



"PROMINENT CITIZENS."

the writers or speakers. Charges of theft, favoritism and malfeasance have become quite fashionable in union printers' circles during election campaigns. President Lynch said that vituperation and abuse had gone to the limit where members of other unions stood aghast, and he believed that if something were not done to stop the flood of billingsgate the organization would suffer irreparable injury. The president did not indicate exactly what should be done, and there was some talk among the delegates in the lobbies about the necessity of adopting a gag-law. A few years ago such a regulation was on the statute-book of the International Union, but it does not seem to have operated to prevent the abuse to which President Lynch directed attention. The convention evidently thought that a denunciation of the practice would prove as useful as a law and contented itself with adopting these preambles and

WHEREAS, Millions of dollars have been spent under the administration of President Lynch without suspicion of theft or graft; and

Whereas, It has become a practice during campaigns for the election of international officers to insinuate that those serving us are dishonest and unworthy our confidence in every way; and

lars - generally in the direction of increasing the benefits or the number of beneficiaries. The officers and the committees to which such matters were referred all took the position that it would be a very dangerous experiment to materially increase the outlay on this account. During the last fiscal year the receipts for the fund amounted to \$228,014.72, to which should be added \$5,000 for interest, and there was paid out \$106,740 in pensions to 642 persons, at an expense of \$2,473.65 for clerical work. As the income is based on one-half of one per cent of the earnings of members, this shows that the average wages of all members - employed and unemployed - was \$953 a member during the year 1909-10. There was a balance in the fund on May 31 of \$277,596.69, but President Lynch and other officers insisted that, as the demands against the fund would have a natural growth, this was simply a safe and satisfactory reserve, as once the outlay exceeded the income on account of pensions the surplus would melt rapidly. On the other hand, there was an insistent demand that the scope of the benefits be widened, and the convention made the law governing pensions a little more elastic. At present only those who are sixty years of age and have been members of the union twenty years and are unable to earn a livelihood at the printing business are entitled to pensions. Under the amended law, which goes into effect the first of next year, seventy-year-olds who have been in continuous good standing for ten years can be placed on the list, and any member having a continuous membership of twenty years, who is totally incapacitated by disease and whose application for admission to the union printers' home has been rejected owing to lack of accommodations, can also become a pensioner.

Last year what was known as the mortuary benefit met defeat by some nine hundred votes at a referendum election. The convention construed this decision to mean that the members were favorable to a larger burial benefit than that now in vogue, but were opposed to some features of the other law. As a consequence, the membership will

ings of the international bodies of the trade. Periodically these differences and disputes reach an acute stage, and 1910 seems to be one of those periods. The property right in the label is owned by the International Typographical Union, and the high controlling body is known as the Joint Conference Board, composed of representatives of five international unions — the typographical, pressmen's, bookbinders', photoengravers', and electrotypers and stereotypers'. The voting power is so fixed that the International Typographical Union can dominate the board. The other trades protest against these things and want joint ownership in the label and a voting arrangement based on organization or craft rather than the number of members. The compositors maintain that, as they are more numerous than all the others combined, and as their money and energy have made the label valuable, they should have proportionate control over it. During the past year the attor-



THE NEW YORK BUNCH AT LAKE MINNETONKA.

have an opportunity to vote on a burial benefit which carries with it taxation of 25 cents a month. Under the proposed law the burial benefit will be graded as follows: For a membership of one year or less, \$50; for a continuous membership of over one year and not more than two years, \$100; for a continuous membership over two years and not more than three years, \$150; for a continuous membership over three years and not more than five years, \$200; for a continuous membership over five years, \$250.

With the adoption of the foregoing the dues of the International Union will be \$1 a month, apportioned to the several funds as follows: 35 cents for old-age pensions, 15 cents for the Union Printers' Home, 25 cents for the burial fund, 5 cents to the Typographical Journal and 25 cents for the general fund, from which is taken the money to defray strike benefits, organizing expenses, officers' and employees' salaries, office rent, trade education, and so on.

#### SQUABBLE OVER UNION LABEL.

The regulation and control of the union label is an ever-present bone of contention in cities where there are pressmen's and other allied trades unions and also at meet-

neys of the respective unions drafted a rather lengthy scheme covering the points in dispute. This was said to be satisfactory to all the parties in interest, and the officials agreed to submit it to their respective organizations. The bookbinders' and pressmen's unions met in June, and when the proposition was submitted to them the compositors claimed it had been changed in such a way as to make a majority of the groups represented master of the situation. The officers of the typographical union regard this change as "unfair tactics" on the part of their opponents, and protested against it on the ground that on crucial questions it would make the majority organization a helpless minority. President Glockling, of the bookbinders, and President Berry, of the pressmen, referred to the change as an amendment, and asked the convention to endorse the proposition. It did not do so, however, but stood by the original terms, and at present the relations between the various trades seem to be as strained as ever.

Some statesmen outside the charmed circles of officialdom proposed an entirely new working basis for the allied trades, under which local unions would be subject to the majority of allied printing trades' councils, not only as concerns the label, but in relation to scales, etc. The idea was supported by pressmen and stereotyper lobbyists, and was boomed under the alluring caption of "Closer Affiliation." This particular plan did not seem to meet with much favor with the delegates, though they all agreed that closer affiliation was desired. After much lobbying and argument, but with very little discussion on the floor, the following declaration was unanimously adopted:

al

it

e

3

WHEREAS, The International Typographical Union is prepared and willing to meet representatives of the other printing crafts' international unions, for the purpose of acting on the question of closer affiliation, provided the other international bodies express a desire for a conference to this end; and

WHEREAS, The International Typographical Union has always favored unity of purpose and action on the part of all employed in the printing crafts as the best and cheapest means of accomplishing our objects; it is, therefore.

Resolved, That to secure unity of purpose and action we recommend to the international bodies concerned the establishment of one international union in the printing trades, on a basis of organization that will preserve boy labor, and apparently there is less desire to limit the number. While apprentices may never have been regarded in the light of enemies, they were recognized as menaces. There is a new note of sincerity in what is said and done about apprentices, and the efforts to help them along are intensely practical. President Lynch sees steady improvement in the status of apprentices, and said:

"The development of our laws applying to apprentices and the distribution of their duties has aided materially in turning out a better class of workmen, but we have not as yet given the apprenticeship problem the attention and thought that is needed to solve it correctly. We must instil into the minds of the membership the fact that the strength and stability and perpetuity of our International Union depend in large measure on the class of workmen that is to succeed the present membership, and that these workmen as a class must thoroughly understand all



ADMIRAL COUGHLIN, K.C.B., AND THE ST. LOUIS DELEGATION.

to the local unions of each branch of the business their local autonomy and individuality; and be it further

Resolved, That by reason of its age, experience, numerical strength and achievements, we believe the International Typographical Union is well fitted to establish and maintain under its jurisdiction that closer affiliation which will give to all the members of the printing crafts the advantages and benefits now enjoyed by the members of the International Typographical Union; and be it further

Resolved, That we instruct the officers of the International Typographical Union to communicate with the officers of our sister international unions and inform them that, if it is their desire to create closer affiliation relationship than that now existing, the International Typographical Union is ready to meet them and consider plans of reorganization on a basis of representation that will protect the rights of all concerned; and be it further

Resolved, That we believe the first step toward that closer affiliation which should exist in the ranks of the printing crafts will be taken when the law governing allied printing trades councils is amended in a manner to provide that representation in these bodies shall be on the basis of the total paid-up membership of the unions affiliated.

#### APPRENTICES AND TRADE EDUCATION.

The change in the mental attitude of progressive unionists toward apprentices was displayed at the convention. Of course, a changed condition plays an important part, but we do not hear plaints about what shall be done with

branches of their trade, both in theory and practice, and must be capable of doing any work that there is to do in a composing-room. Exploitation of the apprentices by the employer has practically ceased. Our unions are giving attention to the subject and are evincing more and more the determination to protect the apprentice and to see that he is taught the trade."

President Lynch embodied in his report, as a specimen agreement dealing with apprentices, the one adopted by New York Typographical Union, No. 6, and the Printers' League of that city.

Speaking of the agitation for trade or technical schools that will teach boys the rudiments of a trade, Mr. Lynch said it was useless to discuss their methods, and declared "a situation has arisen that we must meet. All the indications tend to the establishment of the opinion that the technical school is here to stay and that graduates will be factors that must be taken into consideration by the modern trade union." He intimated that union shops should be open to these boys, and pleaded that the subject be met intelligently, asserting that whatever action may be taken must not be dictated or influenced by passion or prejudice.

Mr. Lynch inveighed against unionists sticking their heads in the sand and ignoring modern conditions, "for we must meet industrial development with trade-union development, and, if called on, we must make sacrifices for a time in order that the general good may be well conserved."

The report of the Committee on Supplemental Trade Education stated that more than 1,600 students had been enrolled and referred to the universal encomiums passed on the I. T. U. Course of Instruction in Printing. The convention displayed unusual enthusiasm when the work of the commission was mentioned on the floor, and unanimously adopted the report of the committee on this subject, which said:

"This work not only deserves but demands the keenest interest and heartiest coöperation of subordinate unions, and we feel that all members should familiarize themselves with the commission's aims and objects, what it is accomplishing and what it seeks to accomplish in the future.

delegates left to devote their attention to business, but it seems impossible to force that view on any convention. The delegates are impressed by the entertainment afforded them and influenced by cities which wish to secure the convention in future years, consequently the proposition to make Indianapolis the permanent convention city was negatived, on the ground that it was inexpedient "at this time."

Closely allied with this issue is one to acquire property in Indianapolis and make it a headquarters for the exclusive use of the International Typographical Union for office purposes. The International Union now pays \$4,000 a year rent for its offices, and the executive council presented a plan whereby a building could be obtained by yearly payments of a trifle more than is now paid the landlord, the money to be borrowed from the old-age pension fund. The officers did not urge the delegates to adopt this plan, but it was rejected after a full discussion of the expediency of unions owning property.



MISSOURI RIVER PIRATES.

Its purposes are to meet certain requirements in the printer's lifework that never could be perfected but for the technical training which it affords through these channels."

The commission in its report stated that it was unable to develop a system of estimating as instructed by a previous convention, and suggested that the matter be left over until such time as employing printers had standardized a cost system, as costs must necessarily be the base of profitable estimating. The convention referred to the commission a proposition which contemplates a course of study in English, punctuation, etc., especially for machine operators. The commission will investigate the feasibility of such a course and report at the next convention.

AN OFFICE BUILDING AND PERMANENT CONVENTION CITY.

While meetings of the International Typographical Union are very largely social affairs, there is an element in the organization, with President Lynch as chief spokesman, which thinks that there should be fewer conventions, the social features be eliminated or greatly modified and OFFICERS' WORK AND SALARIES.

The growth of the organization naturally directed attention to the work done by the officers. Such duties as attending arbitration board meetings and so on can not be well measured in time or money's worth, though there seemed to be a disposition at Minneapolis to give them more weight than has been done heretofore. The officers' reports disclosed that an immense and always increasing amount of mail matter is sent out of headquarters. During the fiscal year there were mailed from President Lynch's department 49,845 official communications, 18,472 circulars and 5,285 packages of printed matter, including organizing and health campaign pamphlets, etc. Secretary Hays' report showed even greater activity in this respect, there being a total of 134,770 pieces, classified as follows: Typewritten letters, 54,975; postal cards, 11,986; papers (exclusive of those mailed by printer), 12,330; organizing literature, packages, 8,266; supplies, packages, 9,096; miscellaneous (receipts, circulars, etc.), 37,144.

Their multifarious duties, the manner in which they

discharged them, and the high cost of living convinced the convention that the officials should have more money. The president and secretary now receive \$2,000 a year and the membership will be asked at the next referendum election to increase the amount to \$3,000.

it

n.

ed

n-

to

a-

ty

u-

a d y d,

#### WAGE-SCALE ZONES.

Last year's convention instructed the executive council to investigate wage-scale conditions and consider the advisability of establishing competitive scale zones, making the centers of these zones in cities where the best scales existed, and to provide for a graduated series of scales in all cities and towns within each competitive zone. The council looked into the matter, which, it said, presented a complex problem, and asked "What is a competitive zone, and where does competition begin and end? It is known to the members of the council that Milwaukee, Chicago and Kansas City compete with Seattle, Portland and Spokane, and it is also known to them that Denver competes with many cities in the East. Are we to direct that the high scales shall not be increased until the low scales are brought up to a competitive point more in keeping with conditions than at present?" Arguing along these lines the council reached the conclusion that it is not possible to establish competitive zones or to equalize wage-scales through any plan that may be evolved. This conclusion was concurred in by the convention.

#### THE HOME AND TYPOGRAPHICAL JOURNAL.

Once the subject of acrimonious debate at the yearly sessions, the Union Printers' Home now goes on in the even tenor of its way. Superintendent Deacon's reports show steady improvement and extension of the usefulness of the institution, while the delegates in the quietest manner possible put their O. K.'s to committee reports that approve and applaud all the doings of the superintendent and board of trustees.

The Typographical Journal was reported to be in a flourishing condition. The excess of receipts over expenditures amounted to \$522.44. This publication is menaced by a rule of the Postoffice Department, which gives tradeunion journals that secure subscribers in the manner the Journal does the option of rejecting advertising or being deprived of what the solons at Washington insist on calling "second-class privileges." Owing to some technicality in connection with the time or manner of entering, the Typographical Journal management hopes to sidestep this ruling, but for fear that it could not, the convention authorized the officers to draw on the general fund to cover any extra expense which might be imposed by the postal authorities.

#### PROMOTION OF HEALTH.

President Lynch expressed himself as being satisfied with the progress made for better sanitary conditions, though he said "more hearty cooperation on the part of individual members and among local officers would insure much greater progress. We can prolong the average life of our membership materially if we make working conditions all that they should be, and we are justified in insisting, and radically insisting, on reasonable comfort for our members in their daily employment."

Nevertheless, what has been done is gratifying, for Mr. Lynch says: "It has brought and is bringing good results. Many composing-rooms have been remodeled and better sanitary conditions established, while nearly every new composing-room is all that it can be made in a sanitary way. Many of the composing-rooms in the jurisdiction as compared with the composing-rooms of ten, fifteen or twenty years ago are as a parlor to a junk-shop." The convention evidently was impressed with Mr. Lynch's opinion about the lethargy of union members, because it was moved to adopt an addition to the general laws requiring presidents of local unions to appoint three members, whose duty it shall be to visit offices and make a report of their findings regarding sanitary conditions.

#### GETTING PUBLICITY.

For some years officers of the typographical union have been seeking to reach the public ear through the use of printers' ink. Having no money for the purpose, this of necessity had to be done in a quiet and halting way, and the text for most of the printed notices have been the Union Printers' Home, the old-age pension and the I. T. U. Course. President Lynch, in his report, stated that if trade unions understood the art of publicity they would occupy a much higher position in the public mind than they do. One of the speakers at the convention urged the delegates to make advertising a feature of union work. He reasoned that an organization whose members are earning \$50,000,-000 a year can afford to pay from \$250,000 a year to \$500,-000 for advertising purposes, and said, if the good works of the typographical union were properly placed before the people, public opinion would come to the side of the union in such a flood as to be irresistible. The delegates, however, did not see their way clear to propose an increased tax for that purpose, but they did commend what had been done in the way of advertising the union, and urged local unions and their members to pay more attention to the question and be more active in supporting the officers in the publicity work they are doing.

#### ARBITRATION.

Labor Commissioner Kellogg, of the American Newspaper Publishers' Association, addressed the convention, complimented the organization upon achieving a membership of fifty thousand, and opined that the clarion cry of the officers to move on to the sixty-thousand mark must be an inspiration to all the members. He believes the reputation of the organization for conservatism is deserved, and warned the delegates of the tendency of most men to become radical in the use of their strength as they become stronger, telling the printers that "radicalism will defeat your ends and destroy your influence." Mr. Kellogg directed attention to the fact that the arbitration agreement between the publishers' association and the union has less than two years to run. He said his association believed in the agreement and desired a renewal of the contract with some modifications, and asked the members to keep this matter in mind, so that they might be able to handle it intelligently in the near future.

The Committee on Arbitration received the endorsement of the convention when it said, "We believe that the amicable relations existing at the present time between the American Newspaper Publishers' Association and the International Typographical Union have only been secured by a safe and masterly administration. . . . It is the earnest hope and desire of the committee that these relations shall continue, believing that the member who looks before he leaps endorses this pacific policy from the bottom of his heart. We are also of the belief that the results thus far accomplished are sufficient to convince the membership of its real value and we, therefore, give our hearty endorsement of the policy followed by our executive officers as set

forth in the executive council's report."

As this committee expressed the opinion that under the publishers' agreement "a great deal more had been accomplished, without strife and friction, than could be procured by drastic means," it was to be expected that President Francis, of the Printers' League, would not appeal to it in vain. The committee secured the approval of the convention to a proposition empowering the officers "to enter into a contract with the Printers' League of America along the same lines as the Newspaper Publishers' Association for a period of at least five years."

There was a number of appeals against decisions of the executive council, but in every instance the council was sustained. The most important of these was one from the New York branch of machine tenders, who set up a plea for a measure of trade autonomy. The contention found even less favor in the eyes of the convention than it did with the executive council.

#### THE NEXT CONVENTION.

Twelve months ago Salt Lake City and San Francisco unions announced that they desired the convention in 1911. Each organization appointed a committee which kept the claims of its respective city before the membership in various ways. After delegates were elected, their support and votes were sought by letter, circular and personal solicitation, where that was possible. Every former resident of 'Frisco or Salt Lake City was urged to "go to the front" for his favorite city, wherever he might happen to be. When the delegates began to move on Minneapolis, scouts of the contesting unions hurried to the meeting-points to electioneer for their town. The Salt Lake union had two representatives at Chicago to meet the Eastern and Middle Western delegates en route to the convention city. At that place electioneering activity reached high-water mark. Delegations from the contesting cities opened headquarters, where refreshments were on tap and dispensed with a liberal hand. The trend was toward 'Frisco from the first, but the Mormons entertained and cajoled and pleaded until the last moment. San Francisco was selected by a vote of 171 to 70, and the convention will be held there next

#### EMPLOYING PRINTERS AND ORGANIZATION.

After a careful survey of the field, it does not require a very astute observer to see the need in America for a more compart and virile organization of employing commercial printers. True, there is a national body - the United Typothetæ of America - with locals in many cities; but in the same cities there are several other employing printers' organizations, the memberships of which have but small representation in that body. The result is that when a national meeting is convened a minority rather than a majority of the country's employing printers are associated in an effort to better conditions in the trade. What is needed is one strong association which commands the sympathy of all employing printers, with branches in every city and State, meeting at regular periods for the discussion of trade topics and matters bearing directly on the trade's welfare.

To bring about such an organization it would not be necessary to eliminate those now in existence. Amalgamation should be the process adopted. There should be no tearing down, but rather an effacement of pet hobbies and individual authority and a building up of the democratic spirit of majority rule. Until the employing printers are willing to cast in their lot with the wishes of the greater number of the trade's members, there will be little chance for the building up of a national organization which shall draw into its fold men of every shade of opinion on matters affecting the industry as a whole.

#### WOMAN'S AUXILIARY.

Eight years ago the Woman's International Auxiliary of the Typographical Union was organized. Some enthusiasts hailed this as a new and much-desired adjunct to the union movement, as it signalized the entrance of woman into the fray. As often happens with enthusiasts, these were doomed to some measure of disappointment. The auxiliary has not grown as was expected. It has had the



MRS. CHARLES HERTENSTEIN,
President, International Woman's Auxiliary.

infantile troubles usual to new organizations, and these have perhaps hindered its growth.

But the women have enthusiasm and tenacity. They meet every year, compare notes, see that a little progress has been made and pray for more next year, for the auxiliary has a chaplain and "prayer" is an item in the order of business.

There were seventeen delegates entitled to seats at Minneapolis, when the president, Mrs. Charles Hertenstein, of St. Louis, read her address. Madame President expressed regrets "that we do not grow faster," still, she was gratified at the substantial progress being made. In her opinion, no substantial arguments were urged against the organization, and the reason for its slow growth is not opposition but cold indifference. To build up the auxiliary requires faith, hope and encouragement at this stage of its history, but Mrs. Hertenstein told her auditors that the time was not far distant when those who had borne the brunt of the fight will have reason to feel gratified and proud of their accomplishments.

During the year the auxiliary at Los Angeles, California, tried to "line up" the other auxiliaries in an effort to defeat President Lynch of the International Typographical Union, who was seeking reëlection to his office. It appears that in the course of his day's work Mr. Lynch was called on to make a decision, and the result was not pleasing to several Los Angeles printers, whose wives immediately foregathered and, in the name of their auxiliary, opened a campaign against the big president. Mrs. Hertenstein regarded this action as a violation of the auxiliary's laws and asked the offending organization to rescind its action. It refused to do so and its charter was suspended, as in the opinion of Mrs. Hertenstein the auxiliary must avoid doing anything that will involve it with any part or faction of the typographical union. The law was changed so as to make it very clear that local auxiliaries must not interfere in International Typographical

One of the features of an auxiliary convention is the experience meeting. A delegate reported that the members of her local have a flower fund, visit the sick of their own organization and the typographical union. Nearly all the delegates report that they are particularly interested in boosting the label. One said that the local union provided her organization with a meeting-room and sent a check for the rent whenever it was due, and another reported a money grant from the union, but for the most part the unions appear to take very little monetary interest in the woman's organization. A Western delegate reported that the women in her town had started an agitation and succeeded in having two big firms patronize home printing-offices. Another reported that they had prevailed upon the leading department store of the town to quit selling a line of patterns which is being boycotted by the typographical union.

It appears that the auxiliaries raise funds by holding



WOMAN'S AUXILIARY

Union affairs in the manner the Los Angeles auxiliary attempted to do.

Among the questions discussed was the old-age pension fund of the union. It has occurred to the women folk that there is an element of injustice in having the pension cease at the death of the husband. As one protestant put it: "Very often it is due largely to continued sacrifice on the wife's part that the husband is able to read his title clear to a right to claim a pension. . . . The withdrawal of this money has in many cases left the aged widow no better support than that afforded by the cold charity of a public institution." At first it was decided to present the matter to the typographical union, but on second thought that action was deferred until a future date, though there is no doubt that on some near day the union will have to deal with this phase of the subject.

The International Auxiliary has set for itself the task of erecting a monument in Evergreen cemetery at Colorado Springs, Colorado, where former inmates of the home are buried. The required amount has not been raised, and it was decided to keep the fund open and solicit subscriptions for another year.

social functions, such as dinners, cake sales in department stores, card parties, and other forms of amusement dear to the feminine heart.

The officers of the international organization are elected by referendum vote, and those now presiding over the destinies of the International Auxiliary are as follows: President, Mrs. Charles Hertenstein, of St. Louis; first vicepresident, Mrs. John D. Kane, of Louisville; second vicepresident, Mrs. W. H. Ingalls, of Denver; chaplain, Mrs. C. E. McKee, of Indianapolis, and guide, Mrs. R. J. Lowther, of St. Louis.

#### AFTER WALT MASON.

A lot of things command attention, much more than we can just now mention; but it may be well worth our while to think a little on the style that printers have of doing things, particularly when it brings the matter of their scattering prices that threaten to create a crisis, and when they won't take count of cost and kick about the money lost, I think that they must surely come to anchor in an a-sy-lum.



DV C U UODCIN

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

#### Brief Answers to a Few Correspondents.

R. D. A., Boston: To prevent the heat of the enclosed arc-lamps from cracking the varnish on the paintings you are reproducing in three-color: Fix an electric fan so that it keeps a strong current of air on the painting and thus keep the varnish cool while you are photographing. Raymond W. Oneal, Jr., Fruitvale, Oakland, California: These "Process Engraving Notes" are not published in book form afterward; the only way for you to get them is through The Inland Printer. J. G. Hoover, Chicago, will find information concerning the swelled gelatin process in The Inland Printer for February, 1909, page 757.

#### Danger in Formic Acid.

"Foreman," Philadelphia, Pennsylvania, writes: "Taking the tip from the 'Process Engraving Notes,' last month, I immediately put formic acid into use in place of acetic acid for loosening negative films before turning. I found, as you stated, that the formic acid would do the work quicker, but the helper I put on the job told me that the new acid was "eaten de skin off me han's." So I put another boy at work at it, with the same result - the formic acid does destroy the skin, where one is putting their hands in it all day. Answer.—"Foreman" deserves the thanks of all readers for this timely warning of the danger of formic acid. It is one of the valuable features of this department that readers can exchange views and relate experiences. This acid was recommended to this department for negative turning, but if there is any danger to the health and comfort of the workman in its use we had better stick to our old acquaintance, acetic acid.

#### Why Collotype Is Not in General Use.

W. H. Marshall, Concordia, Kansas, asks: "Why is collotype printing not more generally used? I understand the results with that process surpass in quality that of other processes, besides being cheaper to equip a small plant with that process than with half-tones. What are the drawbacks or disadvantages with this process? Am I correctly informed that the results are superior for threecolor work or ordinary printing to the photoengraving process? I am thinking of putting in a small plant for experimental purposes?" Answer.—You were correctly informed that the results from collotype are superior to half-tone for three-color printing. The late Mr. Bierstadt, of New York, proved that. In Berlin and Vienna the finest possible three-color printing is done in that way. The drawback to the process in this country is the climate, though excellent work is being done in Detroit. The printing surface in collotype is a gelatin film, which has the property of giving off or absorbing moisture from the air. As the success in printing from this gelatin film depends on it having exactly the same amount of moisture all the time it is being printed from, it can be understood how dry weather and wet weather will affect the plate. A pressroom can be artificially built in which an artificial atmosphere with exactly the same amount of heat and moisture can be maintained the whole year through, and without such a pressroom collotype will not be a commercial success in this changeable climate of ours.

#### Discoverer of the Action of Light on Bichromated Gelatin.

In the address by the writer at the Buffalo convention of photoengravers, on "The Future of Photoengraving," printed in the July INLAND PRINTER, page 587, is this statement: "It was in 1839, also, that Mungo Ponton discovered that the action of light caused bichromated gelatin to become insoluble in water, the principle on which all processwork is based." The erudite editor of the esteemed British Journal of Photography, Mr. George E. Brown, writes: "In your address there is one little point in photographic history in which I see you are in error, namely, the statement that Mungo Ponton discovered the insolubilizing action of light on bichromated gelatin. It was Fox Talbot who was the first to publish anything on this point, though the statement is often made in the textbooks that it was Ponton." Answer .- In 1881 the present writer talked with Mr. John Ponton, son of Mungo Ponton, in reference to his father's work in photography, and it was undoubtedly from him he got the information that Ponton was the first to use bichromated gum or gelatin in photography. John Ponton was then a newspaper man in western Pennsylvania, and the publication of this paragraph may attract his attention and bring out some facts to settle forever this most important point in the beginning of processwork.

#### Combination Pencil and Pen-and-Ink Drawing.

Miss Gladys S. Jamieson, Sydney, New South Wales, Australia, writes: "I am taking the liberty of asking for some information about an illustration by Angus Mac-Donald, on page 204 of THE INLAND PRINTER for May, 1909. I notice in the reading-matter it is stated that the landscape is done with pencil and the automobile with pen and ink. I do commercial work myself, and, of course, saw the possibilities in an illustration of that kind, as, up to the present, I have seen nothing like it here in Australia, but when I tried it I was unable to get it reproduced. Would you be kind enough to let me know what kind of paper and pencil is required, also if there is any special way of reproducing such a drawing?" Answer .--The article which this artist-reader in far-away Australia refers to is titled: "The Commercial Artist; His Use and Abuse." Referring to the drawing in question, it says: "The method used - that of rendering the featured object in different mediums (in this case pen and ink for the automobile and pencil for the landscape) is specially effective." Now, the only trouble with the statement in parenthesis is that it is not true. The whole drawing was made in pen and ink, the difference being that the pen lines in the background were kept separated from each other with a fixed regularity and in the automobile they were allowed to join so as to give a dark effect. A combination of what looks like pencil and pen drawing is frequently made by drawing on rough Whatman's or other granular surfaced paper with lithographers' black crayon, or any intensely black crayon, and fixing it so that it will not rub and then drawing with pen and ink on the same paper. Crayon and pen drawing can be reproduced together, when

they are both of the same intensity of black, but gray pencil and black pen and ink can not be reproduced successfully without much skilful staging on the part of the photoengraver.

#### Cost of a Minimum Half-tone.

So important in the proceedings of the International Association of Photoengravers' convention at Buffalo was the question of the cost of photoengraving, that a committee consisting of the most able photoengravers in this country was appointed to consider the introduction of a standard cost system. This committee consists of Messrs. Anderson, of the Consolidated Engraving Company, New York city; Blogg, of the Alpha Engraving Company, Baltimore, Md.; Stinson, of Gatchel & Manning, Philadelphia, Pa.; Mears, of the Buckbee-Mears Engraving Company, St. Paul, Minn.; and Blanchard, of the Suffolk Engraving Company, Boston, Mass. Mr. George E. Benedict, of Chicago, Ill., also moved the following resolution, which was seconded by Mr. George Meinshausen, of Cincinnati. Ohio:

"WHEREAS, The evidence presented by expert accountants at this, the fourteenth annual convention of the International Association of Photoengravers, shows beyond question that the cost of making a minimum square halftone is not less than \$2; and

"WHEREAS, We are satisfied that no photoengraver has an advantage in cost of material, labor, rent, etc., that will make a material reduction in the cost of a minimum square half-tone; we, therefore, declare that it is the consensus of opinion of the delegates here assembled that there can be no profit in selling minimum square half-tones at \$2 each; and, further, we are convinced that there is an actual money loss on every minimum square half-tone sold at less than \$2 each. Therefore, be it

"Resolved, That the evidence presented to this convention be published in the Secretary's Bulletin, and a copy of the Bulletin sent to every photoengraving concern in the United States and Canada."

This resolution was carried unanimously.

#### Photoengraving for the Offset Press.

One of the timely subjects discussed at the Buffalo convention of photoengravers was how they could best assist the offset pressman. The esteemed British Journal of Photography gives the information so clearly that it is reprinted here, in part. It says: "The commonest requirement for the offset press is the photography of a design, either in line or half-tone, in correct position, on a large sheet of metal ready for putting on the press and printing the edition. Another way is to send them the photoengraving and allow them to pull their own transfers, or supply them with the number of transfers required. The onus of properly placing the transfers on the offset printing-plate then rests on the transferrer employed by the printingpress owner. The best sort of transfers are undoubtedly those pulled from intaglio plates. So that from the design a negative should be made and then a positive. This is printed on enamel on copper, etched lightly in perchlorid, proofs pulled on Scotch transfer paper and supplied. There are opportunities, in this method, of helping matters at several stages by retouching the negative or positive, by burnishing or further etching the copper plate; and this is of importance, because, it must not be forgotten, there is no chance of improving matters in the printing by overlaying, interlaying or underlaying. Photoengravers ought to take pains to supply exactly the transfer that gives the least trouble. If this transfer is good, the engraver can not be blamed for any subsequent failure; but if direct prints on metal are supplied, however good they may be, if anything subsequently goes wrong, the poor engraver is sure to be held responsible. It is to be hoped that if, as seems likely, offset work comes into demand, process houses will see the necessity of preserving satisfactory prices."

#### A Photoengravers' Stockroom.

The paragraph in this department of THE INLAND PRINTER for June, page 427, regarding the saving which could be made in supplies by a systematically kept stockroom, has been taken advantage of by the Powers Engraving Company, of New York city, who write to say that they have already accomplished a saving of \$200 a month in supplies. They have a stockroom which looks like a country store, with ample shelves, drawers and receptacles to keep the several hundred different articles required in photoengraving, as well as the art department. This stockroom is in charge of a regular clerk, and nothing is delivered from it without an order from the person using it. Each photographer, for instance, is charged with the amount of silver and iodin he uses, and so with the other supplies, so that it is easy to determine who are the wasteful ones. The supplies being purchased in large quantities brings about another big saving, and, further, as the Powers Engraving Company is a "continuous performance," working night and day, they never can run short of any article needed. Supplies can also be weighed and tested in this stockroom, which prevents any fraud in the quality of the goods purchased. The stockroom has already paid for itself.



A PRINTER'S HOME.

Residence of A. H. Duhamel, foreman composing-room, Daily Free Press, Burlington, Vermont.



BY F. HORACE TEALL

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

#### On the Division of Words.

P. R., New York, asks: "Do you think it worth while for a proofreader to be very particular about word-divisions? Are there not many words that may be properly enough divided in either of two ways on the same syllable? Do authors often pay much attention to the subject of division?" Answer .- These are all questions that have always bothered printers, and probably will always be troublesome, largely because of differences in determining just where one syllable ends and the next begins. Persons hear various words differently, and often one is really unable to determine positively even for himself. An editor of a literary weekly, who was the only editor I ever knew who paid much attention to such things, made a practice of dividing after the vowel, where most American printers close the syllable with a consonant. This made inte-rest right under his ruling, but one day he marked it inter-est on his proof, and when asked about it he said he was "in a state of flux." He was unable to determine positively which way he wanted it. Working for such an editor, a proofreader would have to be particular, for such a man always watches details very closely and insists on having his latest decisions obeyed, reserving to himself alone the right to overrule them. Generally speaking, however, the proofreader who is not overnice about divisions is much wiser than the one who is always ready to change whatever he can. In other words, it is generally far better to be watchful for opportunity not to make corrections than it is to make a great many that are not positively necessary.

One can hardly answer the first question without including much that relates to the other questions as well. But it is not so important to keep the three questions absolutely separate as it is to make a reasonable response to the one question of which they are phases, What shall the proofreader do? And that question is not easily answered. Many different classes of work present differing circumstances that must be allowed to govern the workers' practice. Even in the cheapest work, divisions made with some show of reason are much better than the many utterly defenseless ones that often appear; but much printing is done on which the work of correcting anything but positive errors is simply impossible. Newspaper work is almost always needed too soon to admit any delay for fussy correction. Punctuation, capitals, and division must be quickly passed along, and often must go as the compositor makes them, only too frequently very bad. Between such work and the most particular work, where time is seldom as important as accuracy, every possible variation of circumstance exists. The proofreader who best adapts himself to the particular demand of his immediate environment is the one most likely to succeed therein. One can not afford to be fussy in some places, and he can not be really careless anywhere. He can anywhere, however, allow some word-divisions to pass uncorrected

even when he is sure they are not the best, thus avoiding the making of extra work that is not strictly necessary. Of course the decision must rest with the individual worker and be governed by the immediate circumstances. With allowance for these natural restrictions, some general facts may be noted advantageously.

Many words may be divided in either of two ways on the same syllable, since two pronunciations are almost equally good. The difference is usually in the sound of a vowel, some people making it long and some short. Deposition and discrepancy are two such words, although they have almost settled into one way and lost the other, according to the dictionary records. The first syllable of the first of these two words is dep- in nearly all dictionaries now, but they usually give de- as second choice, because many good speakers pronounce it so. The other word is pronounced discrep'-ancy and dis'cre-pan-cy, the latter not so often now as formerly. Such differences are current in many words, and neither way is absolutely wrong. Of course the proofreader who has to be uniform in his work — as one may have to be occasionally -- should follow the dictionary chosen as authority, and keep a full record of the words, if any, that are to be changed from such treatment.

A general rule is exemplified in our two words that is more widely accepted now than any other, but is frequently misunderstood. It is that a short vowel (as e in met) shall have a consonant after it in the syllable, and that a long vowel (as e in me) ends its syllable, with some exceptions. Some people who know and apply this rule carry its application too far. In fact, as I think, the dictionaries carry it too far. I have seen in supposedly good print such divisions as espec-ial and divis-ion, and it must have been thought by those who made them that this rule was followed in doing so. But another fact is forgotten in doing this. Espec-does not spell the sound espesh, but cial does spell the sound shal; divis- does not spell the sound divizh, but sion does spell the sound zhon. In such cases the aspiration (adding the h) is inherent in the combinations ci, si, ti, etc., before another vowel, and these letters should always be kept together. In the dictionaries this is generally done, but words like measure are erroneously divided meas-ure, pleas-ure, etc., instead of mea-sure, plea-sure, etc., as they should be.

Some very bad divisions are quite commonly seen in print, of a kind that should not pass uncorrected through any proofreader's hands anywhere. Such are cap-able, Am-erican, decept-ive, admir-able, origin-ally, mount-ain, inflor-escence, necess-ity, and of course the list could be multiplied many times. A little touch of common sense should make these impossible. Where the common sense has to be furnished by the proofreader, and the type must be changed to get decent division, the matter should be settled by reference to the dictionary if it is ever questioned.

A full set of rules may be found in the latest Webster, the New International. It corrects some faults of the preceding edition, the International. (There is another dictionary that uses the name Webster, called the Webster Imperial, that is not here referred to, and should not be confounded with either International.) These rules still contain some things that do not seem right to me, but they are decidedly the best I know. The subject could not be exhausted in anything less than a book of some size. Without such a book, the dictionary is the preëminent guide, though none yet made is reasonable all through, as I think.

Occasionally an author is somewhat particular as to word-divisions, but most authors and editors are not. The proofreader must usually take some risk in this respect, until he learns to suit his author or editor.



BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

#### Damage to Matrices.

An operator writes: "Will you kindly tell me what is damaging the matrices, of which I enclose some? The thin ones are the worst. Is the trouble at the distributor or box?" Answer.—The damage is from several causes. Thus, the hyphen is due to the operator sending in tight lines. The lower-case "i" has its lower back ear bent by striking the rail in the line-intermediate channel. This can be avoided by sending the elevator up with less force. The ear of another thin matrix is bent in the box; the cause would not be ascertained without examination. You should have a copy of "The Mechanism of the Linotype." This book is invaluable to operators, as with it a study of the machine is possible.

#### Broken Faces on Descenders of Letters.

A Toronto (Canada) operator writes: "In reference to fault of lower-case 'e' in font of six-point, would say that, although not able to remedy matter entirely, I have, thanks to your advice, made no little improvement. I found that, although pot-spring appeared to be working all right, compressing one-fourth of an inch when high place on cam came under the roller, it gave better results by being shortened at front end, thereby increasing pressure on mold and matrices. Another matter I would like your advice upon and one which I think perhaps no other operator in your experience has questioned you upon, as my machine is a Canadian double-magazine and differs in some respects from the American. It has bothered me since installation, a couple of years ago. In setting six-point matter, either face, there seems to be a kind of rebound of the mold just as mold is pulling away from matrices after the cast, and descenders, as 'y,' 'p,' 'q,' etc., have tails crushed on face of slug." Answer .- A new pot-lever spring should give better results, and will not need to compress that much. Descenders are mashed by the first elevator dropping before the matrices are entirely stripped from the slug. It can be corrected to some extent by adjusting the down-stroke of the elevator, so that the elevator will rise but a sixty-fourth of an inch when it rises to make alignment.

#### Keyboard Practice.

A New York correspondent writes: "Can you tell me whether there is a book giving the fingering of the most common words to develop speed on the Linotype? I have your 'Correct Keyboard Fingering,' and the words there given (pages 9-14) give me so much assistance that I understand how great would be the benefit derivable from a larger book. For instance, at the close of your little book you give fifty-four words as important to practice on, but what's the use of practicing if one has not the right fingering? Some years ago the Remington Typewriter Company

(back about 1886) printed a small book with several hundred basic words, the fingering of each being given like this:

1 2 2 1 1 2 1 2 3 THEN THERE

I do not know if I fingered these right, but that is the idea of the principle they went on. It was very helpful indeed. Too bad if no such book exists for the Linotype." Answer.— The plan you refer to is not applicable to operating of a linotype keyboard; that is, the holding of a certain finger always for a certain key. We find that one becomes familiar with the principles of operating in a short time, by using the fingers of each hand alternately when possible, and by practicing the most commonly used words. The reading of copy word by word, instead of taking a line or sentence, is advisable, as this plan involves the necessity of seeing the keys and develops a steady motion, not obtainable where the operator reads ahead.

#### Controlling Lever Adjustments.

A Western operator writes: "I am having a trouble here that seems to be of a very peculiar nature. The controlling-lever jerks forward when a line is sent in, and the controlling-lever has no spring to it when it is thrown in; machine being in normal position. Using my own language, the controlling-lever is 'dead' when the machine is stopped by the stopping-pawl of automatic-safety pawl. I will describe incidents which happened when first noticed. The machine is a low-base Model 5, and had a safety device attached, or rather a safety pawl, on the vertical startingshaft to prevent injury to mold or liners in case of using a wrong ejector-blade. This pawl was held in place by a flat spring, the spring being attached on the right-hand side of vertical starting-lever bracket (facing machine from back). One day that spring broke and it gave a loud bang. Sent for another spring, but received one of a different make, and also a blue-print showing a slightly differently designed safety pawl, and also a spring on the left-hand side of vertical starting-lever bracket. Am as yet running without the safety attachment. Ever since this accident I am having above described trouble. Every adjustment in connection with the clutch, pawls, controlling-lever, etc., is O. K. The clutch leathers are not gummy. One thing I am sure is that the machine travels too far before stopping, for the collar is pushed way out and against the bearing when machine stops after casting a line; this explains the 'lifeless' controlling-lever. I have attached a piece of brass, one-eighth of an inch thick, on the upper part of the lower automatic stopping-lever (198 BB), where it strikes the vertical starting-lever shaft, and the trouble is almost entirely obviated. Is this the right place to fix it?" Answer.- It may be possible that the screw between the two parts of the stop-lever has worked loose. If the screw is loose, turn it in until the forked lever comes about one thirty-second of an inch from the collar when the clutch is in action. To go through this operation, shut off your power, draw out starting-lever, back machine a trifle from normal, then turn in on your screw so the forked lever is one thirty-second of an inch from the collar. This should remedy the trouble.

#### Clutch and Matrices.

A North Dakota operator writes: "I have carefully followed your instructions. I found my adjustments of the friction-clutch all O. K., that is one thirty-second of an inch between collar and forked lever, and fifteen thirty-seconds of an inch between collar and bearing. To be sure that my fifteen thirty-seconds of an inch adjustment was

O. K., I procured a friction-clutch setting-gage from the Mergenthaler people, which I received the other day. I found that it fits snug between collar and bearing. Everything is clean. The driving-pulley runs about seventy revolutions per minute, and that 'rebound' of which I wrote you before has practically subsided and only occurs once in a while now, but the controlling-lever and viseautomatic still have that sharp jerk. I realize that you are placed at a great disadvantage in giving advice by mail, but this trouble certainly has the best of me. I have applied so many times for help, that I hardly possess the nerve to apply for any more, but I know of no other thing to do. Enclosed find a German ten-point matrix with the right-hand wall of the lower blackface character crushed in. When cast blackface, hair-lines sometimes make their appearance. All the matrices are affected thus, and it's got me going. It can not be done by the spacebands, but must happen in assembling. The assembler works fairly well, and I do not know what to do. This latter trouble is worrying me greatly and your diagnosis will be thankfully accepted." Answer .- The wall of the matrix can scarcely be damaged in assembling, as the lower-left side of matrices are cut away, which prevents a contact between the matrix in the assembler and the incoming one. The trouble you have with the controlling-lever is not serious, and we believe it is within your power to correct; possibly you have overlooked some of the things suggested. At any rate, keep the surface of pulley and leather clean; that is, free from oil or any gumming substance; also, the space between the collar and journal should not be less than fifteen thirty-seconds of an inch when the clutch is in action, nor should the space between the forked lever and collar be greater than one thirty-second of an inch when clutch is in action.

#### Porous Slugs and Distributor.

A Brooklyn operator writes: "(1) Enclosed please find some sample slugs which I am getting from the late style No. 5, and I would be very much pleased if you will give me a little information on the subject, as I am having quite a lot of trouble and am losing much time. On the eight-point slug of any length I get almost perfect slugs and can run all day without a stick. Also can I do the same with a pica slug of any measure, but as soon as I put on the ten-point body my troubles commence. I enclose herewith sample of eight-point slug and two tens. The good tenpoint slug enclosed shows what I get when I start out. I get from fifteen to twenty of these; then one sticks in the mold, and when ejected looks like the poor ten-point slug enclosed. It seems to be very porous and lacks enough metal to stand up. I have tried every means known to myself to remedy this, but of no avail. Some time ago I was getting fine slugs, then one day the pot got out of line and I began to get back squirts. I remedied this difficulty immediately, and now the pot seems to line perfectly. I have taken out the molds, scraped them off thoroughly, so as to guard against any possible collection of metal having anything to do with my poor slugs, replaced them in the same position; have taken out all the metal in the pot, and cleaned the well thoroughly; opened up all the holes therein; have taken care with my metal and the plunger is cleaned daily and polished with emery-paper and then oiled very lightly, but still I get the poor slugs. Now, what puzzles me and puts me in the air as to a remedy for the defect is the fact that I can get a very good slug from the eight-point and a good one from the pica, from thirteen ems up, but when it comes to the ten-point there is a hitch. Kindly examine the slugs I send you, and I trust that your

experience and advice will be able to clear me of what is a very annoying, yet, I suppose, simple defect. (2) And then, one more and I will rest my case. We have here a twelve-point bold, the 'm' quads and leaders of which are a little over a pica in thickness. It is impossible to make them distribute without continually stopping the distributor. The other matrices that we have seem to work O. K. and I have very little trouble with them, the distributor stopping to the minimum. These quads and leaders seem to leave the bar too late and either catch on the lower-front roll or the back roll. I filed out a couple of the matrices and they seemed to run better, but did not do this with any more, as I knew they should drop without doing anything out of the ordinary with them. I moved the bar a trifle to see if that would help, but it then threw off the matrices that were dropping perfectly and did not seem to aid the defective ones. Can you give me a pointer if I have made myself clear enough?" Answer .- (1) From what you state regarding the method you employ in cleaning plunger. we believe you should have a new one now. After you have the new plunger you should clean it, using a wire brush, but no emery-cloth whatever. If possible, clean it out of doors, as the dust you brush off is poisonous. The pot is not adjusted to proper height, nor is the mouthpiece in correct place sidewise. Your ten-point liners may be sprung. You should see that they line perfectly with the face of the mold. The mold should be occasionally removed and cleaned, but not with emery-cloth. We believe that when you have a new plunger and have it clean and have your pot set right, you will have no more trouble. (2) You should avoid experimenting, as was shown by your moving of the distributor bar. Possibly if you alternate your keys so that the em quads and leaders are separated by figure quads and leaders, it may help, because if your distributor screws are running even normal the top of a thick character will be touched by the bottom of the next thick character as it drops. To determine cause of trouble, remove the plate from the magazine entrance, and as the quads and leaders distribute note the cause of the trouble. You may find that the top ear is caught by the lower screw; if so, it may be necessary to change the timing of this screw by moving its pinion one tooth forward. However, this may not be possible on your machine.

#### Recent Patents on Composing Machinery.

Control Mechanism for Low-quad Mold.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed July S, 1999. Issued June 28, 1910. No. 962,411.

Magazine-changing Device.— W. H. Scharf, Montreal, Canada, assignor to Mergenthaler Linotype Company, New York. Filed January 20, 1908. Issued July 5, 1910. No. 963,077.

Typesetting and Distributing Machine.— J. S. Duncan, Chicago, Ill., assignor to Addressograph Company, Chicago, Ill. Filed October 5, 1908. Issued July 5, 1910. No. 963,692.

Type-bar.— F. H. Richards, Hartford, Conn., assignor to American Typographic Corporation of Arizona. Filed September 21, 1901. Issued June 28, 1910. No. 962,857.

Type Matrix.— G. W. Clarke, San Francisco, Cal., assignor of one-fourth to J. B. Eastman and one-fourth to F. M. Wright, San Francisco, Cal. Filed November 27, 1903. Issued July 26, 1910. No. 965,155.

Adjustable Linotype Mold.—T. S. Homans, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York city. Filed January 7, 1910. Issued July 26, 1910. No. 965,300.

Typecasting Machine.— E. H. Frey, Cleveland, Ohio. Filed March 28, 1908. Issued July 26, 1910. No. 965,448.

Monoline Machine.— B. A. Brooks, New York city, assignor to Bandotype Company, New York. Filed March 12, 1907. Issued July 12, 1910. No. 964, 205.

Typecaster.— A. E. Miller, Baltimore, Md., assignor to National Com-

Typecaster.— A. E. Miller, Baltimore, Md., assignor to National Compositype Company, Baltimore, Md. Filed January 16, 1999. Issued July 12, 1910. No. 963,790.

Typecaster and Composer.— W. Nicholas and William Ackerman, New York city, assignors to United States Graphotype Company, New York city. Filed February 26, 1908. Issued July 19, 1910. No. 964,677.

Typecaster and Composer.— W. Nicholas and William Ackerman, New York city, assignors to United States Graphotype Company, New York city. Filed May 22, 1909. Issued July 19, 1910. No. 964,679.

# TRADENOTES

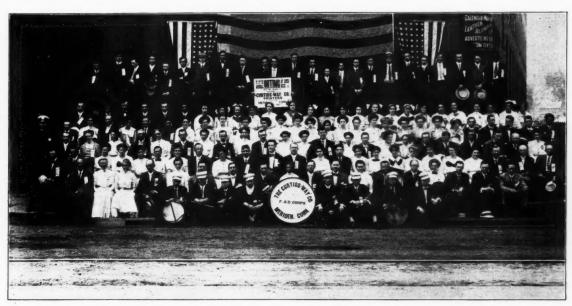
Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

#### A New "Peerless" Catalogue.

The Peerless Printing Press Company, Palmyra, New York, has recently issued a new catalogue descriptive of the Peerless press and the Peerless Gem paper-cutter. The catalogue is well gotten up and contains many illusMcMing, after two others had unsuccessfully tried to hold the "bird" after having it in their grasp. The officers of the general committee having the management of the affair were J. R. Moreford, chairman, Al Hammond, secretary, and Fred A. Stockwell.

#### Strike at Battle Creek.

At the Ellis Publishing Company, the Gage Printing Company, the Daily Moon office, the Good Health plant, the Loring Lane Publishing Company, and the Phoenix Publishing Company, a strike was recently called by the Battle Creek Typographical Union, according to newspaper reports. The object of the strike is to establish the eighthour day. The Enquirer Publishing Company, of which C. W. Post is the head and who has a \$50,000 damage suit pending against the Typographical Journal, is said to have granted the union's demands. The Journal Publishing Company has been working on the eight-hour schedule for some time.



EMPLOYEES OF THE CURTISS-WAY COMPANY, THE BIG PRINTING CONCERN OF MERIDEN, CONNECTICUT, IN THEIR ANNUAL OUTING AT SAVIN ROCK, RECENTLY.

trations of working parts. It is printed in black and light green on white stock, the cover being printed in black and embossed on red stock. The typography and presswork are exceptionally good.

#### Spokane Printers' Wayzgoose.

The second annual wayzgoose of the Spokane (Wash.) allied printing trades was held at Medical Lake on Sunday, July 24, and, although many lemons were handed out (forty gallons of lemonade having been given away), the success of the gathering, both from the standpoint of attendance and genuine enjoyment, was complete. In fact, it was generally agreed that no Spokane outing of this character ever approached the success of this wayzgoose. "Boss" printers, typos, pressmen, stereotypers and bookbinders intermingled in the most democratic fashion in all kinds of sports and games, and the enjoyment was so apparent that the continuation of these annual picnics is assured. The exciting feature of the day was the catching of the slippery goose, the honor of which was carried off by J. H.

#### Heavy Loss to Fashion Magazine.

The publication of *Paris Modes*, a fashion magazine, has cost John S. Huyler, a wealthy candy manufacturer, more than \$300,000, according to reports. Thomas J. Gaines, Jr., who organized the publishing company, is a nephew of Mr. Huyler, and called upon his uncle freely for funds to finance the proposition, which fact was brought to light through the bankruptcy proceeding recently instituted before Stanley W. Dexter, referee. It is said that Mr. Huyler was so disgusted with the fashion-magazine business that he has turned over to Mr. Gaines all of the promissory notes held by him.

#### To Study Printing Methods Abroad.

Harry B. Haines, business manager of the New Printing Company, Paterson, New Jersey, and John M. Powers, vice-president of the Powers Photoengraving Company, of New York city, recently sailed for Europe, with the purpose of making a thorough study of the printing and photoengraving industries in Scotland, England, France, Ger-

many, Holland and other countries. Both Mr. Haines and Mr. Powers expect to secure many ideas which will be of value to their respective businesses, and it is reported that the former gentleman intends to arrange for the extensive importation of foreign advertising novelties in printing.

#### Name Changes with Growth.

The name of the well-known Chicago program-printing company of F. T. Peterson has been changed to Peterson & Kimball, and new and enlarged quarters have been secured in the new Kimball building, 327-335 La Salle street, where the company now has ten thousand square feet of floorspace. This concern makes a specialty of theatrical and publication printing, and in their new quarters have made substantial additions to their equipment in the way of Linotypes, large Miehle presses, typecasting machines, etc. The plant now runs both night and day. Frank T. Peterson is president and Wilbur S. Kimball secretary of the company.

#### Printers After the Dead-beat.

The dead-beats in Peoria, Illinois, who have been working the employing printers of that city, will be compelled to turn their attention to some other industry, if the plans of the master printers do not go astray. A meeting was called in the early part of August and an association formed. A list of dead-beats is being prepared, and when completed and distributed among the members, certain gentlemen who have been in the habit of getting their printing free will get a rather chilly reception when they call with a new job for the printer. B. Frank Brown was elected president of the new organization, and Ed Smith, secretary-treasurer.

#### New Detroit Printing-house

J. S. McMillan, who has been the head of a printing company, at Monroe, Michigan, on August 1 opened up a printing and duplicate letter business in the Saturday Night building, 97-88 Fort street, West, Detroit, having purchased the business of the R. & P. Advertising Service. Mr. McMillan purposes to equip his plant with new presses, type and material and will turn out nothing but high-class work. He says he appreciates the fact that Detroit prices in general are badly down the scale, but that he will run his business on the principle that "A man with brains won't work for nothing, and that printing requires brains." The name of the new Detroit house is the J. S. McMillan Printing Company.

#### Photoengravers' Strike Benefits Stopped.

What is said to be the most drastic injunction ever granted against a labor union was issued recently by Judge Hitchcock, in the Equity Session of the Superior Court, at Boston, Massachusetts. The injunction forbids Photoengravers' Union No. 3 to continue with a strike and prohibits the payment of strike benefits. The position taken by the court is that a strike to be legal must be based upon some complaint of the employees themselves regarding the terms and conditions of their own employment, and that a strike instituted by a general body of men where there is no trouble with respect to individual employers, called merely for the purpose of compelling employers to sign an agreement with a labor union, is illegal.

#### The Printer's Interest in Bill Nye.

President J. F. Barrett, in a letter forwarding \$25 to the Bill Nye Memorial Committee, donated by the Asheville (N. C.) Typographical Union recently, assured the committee of the pleasure it afforded his organization to make the donation, saying, in part: "Bill Nye was a printer, a friend of the printer and an especial friend of the union printer. . . . Of the countless thousands of readers who have laughed over the writings of our departed friend, the printer was the first to laugh. He took the diamond in the rough, as it were, and prepared Bill Nye's manuscript for the enjoyment of the public, and we claim an interest in every laugh, in every rippling smile of thorough enjoyment which his writings furnished, because we were instrumental in preparing his work for the reading public."

#### Rich Harvest for Printers.

The fighting insurgents and regulars and the new primary law have contributed much to the prosperity of Kansas printers and publishers. During the recent Republican primary campaign the local newspapers were fairly loaded with display advertisements portraying the ability and integrity of this and that candidate, and the billboards were inadequate to hold the posters turned out. In addition to this, circulars were ground out by the ton. The fact of the matter is, almost every printer in the State was kept busy in an effort to "save the nation." And the "saving" business was a most healthful recreation from a material standpoint, at least. If the Kansas primary campaign is an indication of what is to take place politically throughout the country, "insurgency" is bound to become popular with printers everywhere.

#### Photo-printing Machine.

C. F. Potter, Jr., prominently identified with a local printing and lithographing firm, says the Minneapolis (Minn.) Journal, but for two years resident in the West, has presented to W. G. Nye, commissioner of the Commercial Club, a proposition to establish in Minneapolis a factory for the production of the G. M. Dye photo autopress. Mr. Potter, while at Lamar, Colorado, found the inventor, G. M. Dye, operating a machine that prints photographs from an original negative at the rate of twenty a minute, or 1,200 an hour. The machine is electrically operated.

The invention, Mr. Potter says, means as much in the revolutionizing of photography as the invention of the linotype machine has meant to typesetting. It is said to have attracted much attention at the recent photographers' convention at Milwaukee, Wisconsin.

#### Another State Ben Franklin Club.

The Ben Franklin Club movement is steadily gaining ground. While city organizations are being effected throughout the country, plans are under way in a half-dozen different States to create state bodies. Several already have been organized, and the signs point to a complete organization of every State in the Union in the course of a year or two. When this is accomplished, a national association, cementing the efforts of the state organizations and bringing about an orderly nation-wide movement in the interests of good business methods in the printing industry, would be surely welcomed by every American printer whose heart is in his work.

On July 29, at the Commercial Club, St. Paul, the Association of Ben Franklin Clubs of Minnesota was organized, E. K. Whiting, of Owatonna, being elected its first president. L. S. Whitcomb, of Albert Lea, was named secretary; R. F. Lawson, Minneapolis, corresponding secretary, and Fred Schilplin, treasurer. A vice-president was elected for each congressional district. On the evening preceding permanent organization the Commercial Club tendered the printers a banquet, at which speeches were made

by Eli S. Warner, president of the Commercial Club; William J. Hartman, president of the Chicago Ben Franklin Club; Eugene Turner, of Philadelphia; Walter J. Driscoll and J. K. Grondalh. Mr. Hartman made the principal address, which was a strong appeal for the adoption of a cost system, and in which he told of his own experience as well as the experiences of other printers in relation to the system of costs and how profits had been increased in every department by the establishment of a good cost system.

A committee was appointed to work out a satisfactory cost system, to be presented at the next meeting, which will be convened at Minneapolis on October 14.

#### Digging Up the Past.

Dan K. Shaver, who printed Greene's Iowa law reports, away back in 1852, and who is said to be the oldest printer in the State, says the Cedar Rapids Republican, recently visited his old comrade, Captain J. O. Stewart, at Cedar Rapids. Captain Stewart was Mr. Shaver's "devil" while engaged in printing the reports and inked the forms for his superior, who received a land warrant for his services. The land which Mr. Shaver took up in Johnson county, which cost him 871/2 cents an acre, is now held at \$85. The sons recently figured out that their father received \$143 a day while printing the reports. The work was all done by hand press, but the work was said to have been first-class. While in the city it was Mr. Shaver's ambition to find one of these old copies, and, after diligent search, in which he found a number of reprints, an original print was found in the possession of Attorney Charles Harrison. The volumes were considerably weathered, but the printing is as clear and legible as though it were run off the press a week

#### Condemns Misleading Ads.

The following resolution was unanimously adopted by the Cincinnati Ben Franklin Club, at its meeting of July 28:

WHEREAS, Many manufacturers of machinery, appliances and material for use in the printing business have been guilty of the pernicious practice of advertising the results obtained under special conditions as the day-byday product of machinery, or saving from use of appliances and material; and

WHEREAS, Such misleading advertising and claims have been the cause of serious loss to individual printers and detrimental to the trade in general; now, therefore, be it

Resolved, That in the judgment of this club such practices are reprehensible and to be reprobated, and in every way to be discouraged, and the Ben Franklin Club of Cincinnati hereby expresses its emphatic disapproval of all such practices, especially the advertising of such fictitious production to the purchaser of printing, and that this club emphasizes the necessity of truthful advertising and the desirability of advertising "better quality of work and more profit" from the use of the advertised article, instead of the all too prevalent phrase, "decrease your cost, make lower prices and get business," and that all claims as to the product, economy, etc., should, if possible, be incorporated in the contract of sale and made a part of the consideration, and that this club correspond with all similar organizations and endeavor to correct the evil.

#### General Notes.

THE printing pressmen of Dayton, Ohio, held their annual outing on

PRINTERS at Nyack, N. Y., have taken preliminary steps to form an

It is reported that the Mutual Publishing Company, at Raleigh, N. C., l erect a new home.

FIRE caused damage to the extent of \$33,000 recently to the San Antonio (Tex.) Printing Company's plant. A TWO-STORY addition is being added to the printing-plant of the Weeb Publishing Company, of St. Paul, Minn.

At St. Paul, Minn., the McGill-Warner Printing Company is erecting a new home at Eighth and Sibley streets.

ON July 30 the fifth annual outing of the Wynkoop-Hallenbeck-Crawford chapel was held at Bochin's Southfield Hotel, New Dorp, Staten Island. THE Curtis Publishing Company, publisher of the Ladies' Home Journal the Saturday Evening Post, recently installed in its plant at Philadelphia the Mechanical Chalk Relief Overlay Process, for which Watzelhan & Speyer, New York city, are American representatives.

Bips for the construction of the new building for the Bureau of Engra-ving and Printing, for which the last Congress appropriated \$2,000,000, will shortly be asked.

M. Huebinger & Son, owners of the Iowa Publishing Company, of Des Moines, have purchased the Iowa Publishing Company, of Davenport, and will unite the two concerns in Des Moines.

Ax ad. print-shop has been established at Springfield, Ohio, by Charles E. Morris, J. C. Canny and C. C. Warwick. The new firm will produce advertising matter designed for special purposes.

THE Reynolds-Parker Printing Company, of Sherman, Tex., has taken ver the bookstore of Richards & Sanders. The consolidated company has een granted a charter and capitalized for \$25,000.

A DEDICATION celebration, with music, dancing and refreshments, is planned for September 8 by the Dean-Hicks Printing Company, Grand Rapids, Mich., whose new modern home was recently completed.

THE Omaha (Neb.) branch of the United Typothetæ, which has been inactive for a long period, was revived at a recent meeting of the local Commercial Club. In the future regular meetings will be held.

The annual outing of the employees of the Baker Printing C Newark, N. J., was held at Annadale Beach, Annadale, Staten Is July 30. A shore dinner was served and various games indulged in.

WINNIFE BEACH was the destination of the sixth annual excursion of employees of the Stovel Printing Company, of Winnipeg, Man., on Saturday, August 6. Everybody was in high spirits and a most royal time was had.

W. A. Garrabrant and Hiram Gross, two popular young printers of the Kimball Printing Company, Waterloo, Iowa, have purchased the plant of the Fassett Printing Company, of that city, and will conduct a high-class job-printing business

AT Peoria, Ill., two of the largest printing concerns in the city, the Duroc Printing & Publishing Company and the Bee Hive Press, have been consolidated. Fred E. Beall is the president of the new organization, which will be known as the Duroc Press.

LAKE MINNETONKA was the scene of the annual picnic of the employees of the Brown & Bigelow Printing Company, of St. Peul, Minn. More than one thousand were in attendance, and sports of all kinds were indulged in.

Beginning with the September issue, the Bookkeeper Magazine will be known as Business and the Bookkeeper, this announcement having been made recently by the Business Man's Publishing Company, Ltd., Detroit, Mich., which concern publishes the magazine.

JUDGE BOURLAND, of Fort Worth, Ark., recently issued a restraining order enjoining the city from enforcing an ordinance which provides that the union label shall appear on all of the city's printing. The application was made by the Weldon, Williams & Lick Printing Company.

The employees of the J. B. Savage Company, printers, lithographers and blank-book makers, Cleveland, Ohio, enjoyed their annual outing at Silver Lake, on August 20. Baseball and other athletic games were the order. Among the prizes offered was a year's subscription to The Inland

DAVID FERGUSON, the new supervisor of the City Record of New York, is frying the "phat" out of the city's printing. The Civil List, which is issued every six months as a supplement to the City Record, has just been completed at a cost of \$5,650. The cost of its printing for the same six months last year, with a smaller number of copies, was \$9,215.

On July 29 and 30 the Ben Franklin Club, of South Dakota, held an interesting and profitable meeting at Huron. Cost of handling stock was one of the principal subjects discussed, and much information was gleaned from the papers read by F. I. Ellick, of Omaha, Neb., and Charles R. Parshall, of Sioux Falls. W. R. Ronald, Mitchell, was elected president, and Frank Nash, Canton, secretary.

Prank Nash, Canton, secretary.

On August 9, in Lincoln Park, Worcester, Mass., the Pilgrim Publicity
Association of Boston enjoyed its second annual field and ladies' day. The
baseball game, which was termed a "gladiatorial combat," was participated in by publishers, printers, solicitors, agents, advertisers and others,
all in one great travesty, entitled "The National Game as It Ain't." It
was described as a "bloody contest in which Boston endeavored to defeat
the whole world, while fair maidens encouraged their champions to more
valiant endeavors."

CAPT. JOHN B. MITCHELL, who was seventy-six years of age on August 26, says the Louisville Journal, is believed to be the oldest printer in Indiana who works at the case every day. He is employed on the New Albany Press and never misses a day, holding his own with many of the younger printers. He was postmaster of New Albany under Grover Cleveland, and in his day was one of the most successful politicians in Floyd County. Mr. Mitchell says he is good for many more years at the case and would not swap his job for any political position which might be handed him.

#### Recent Incorporations.

Colonial Printing & Publishing Company, Boston, Mass. Capital, \$5,000. President, John Membrino.

The Odd Fellows' Publishing Company, Richmond, Va. Capital, \$10,000. Incorporators: C. Pohlig, president.

Essex Engraving Company, Boston, Mass. Capital, \$12,000. Incorporators: President, W. L. Van Sicklin.

Morrison Publishing Company, Portland, Me. Capital, \$150,000. Incorporators: C. E. Eaton, A. F. Jones. The Atlantic Coast Printing Company, Norfolk, Va. Capital, \$20,000. Incorporators: R. E. Reed, president.

Engravolithic Company, Camden, N. J. Capital, \$100,000. Incorpors: J. A. MacPeak, W. F. Eidell, I. C. Clow.

The Reimers Company, Fort Worth, Tex. Capital, \$60,000. Incorpoors: C. D. Reimers, H. W. Hyers, A. W. Grant.

Allen Book & Printing Company, Troy, N. Y. Capital, \$50,000. Incorporators: A. M. Allen, J. R. Collier, J. A. Lavender.

The Lawrence Publishers' Corporation, Birmingham, Ala. Capital, \$25,000. Incorporators: Brooks Lawrence, president.

Sharon Publishing Company, Sharon, Mass. Capital, \$1,500,000. Incorporators: G. A. Dennett, F. H. Trafton, R. B. Earle.

Reynolds-Parker Company, Sherman Tex. Capital, \$25,000. Incorporators: L. J. Reynolds, H. B. Abney, N. J. Richardson.

The Ellis Brothers Printing Company, El Paso, Tex. Capital, \$100,000. Incorporators: W. Y. Ellis, H. Y. Ellis, F. E. Hunter.

Hooker Advance Publishing Company, Hooker, Okla. Capital, \$10,000. Incorporators: C. F. Rose, J. R. Blake, J. M. Browning.
Tuscaloosa News Publishing Company, Tuscaloosa, Ala. Capital, \$10,000. Incorporators: S. F. Clabaugh, R. T. Nabours, H. Morrow.

Incorporators: S. F. Clabaugh, R. T. Nabours, H. Morrow.
Progressive Electrotyping Company, St. Louis, Mo. Capital, \$13,000.
Incorporators: W. O. Witter, E. L. Fath, J. J. Van Hottegen.

Union Farmers' Publishing Company, Charlotte, N. C. Capital, \$25,000. Incorporators: J. Z. Green, W. C. Crosby, H. Q. Alexander.

Schlau, Burnett & Co. (printing and publishing), Chicago, Ill. Capital \$10,000. Incorporators: H. R. Schlau, M. S. Burnett, S. B. Weinberger.

The Poffenbarger Printing Company, Peoria, Ill. Capital, \$12,000. Incorporators: J. C. Poffenbarger, A. A. Poffenbarger, L. A. Poffenbarger, Newark Printing & Bindery Machine Repair Company, Newark, N. J. Capital, \$25,000. Incorporators: F. J. Schweitzer, J. S. Baker, H. Cameron. Prompt Printing & Publishing Company, Cleveland, Ohio. Capital, \$15,000. Incorporators: J. E. Britton, A. Tadloo, J. R. Pomeroy, H. Hart, O. O. Voorman.

Ledger Publishing Company, Birmingham, Ala. Capital, \$100,000. Incorporators: J. J. Smith, G. M. Cruikshank, R. G. Hiden, T. B. Smith, A. A. Smith.

Yew Publishing Company, Richwood, W. Va. Capital, \$5,000. Incorporators: E. C. Bennett, L. D. McCutcheon, J. K. Ward, C. B. Cox, G. L. Umbarger, W. L. Starbuck, L. Craig, J. J. Wolverton.

#### CONVENTION OF THE EMPLOYING COMMERCIAL PRINTERS OF TEXAS.

The sixth annual convention of the Employing Commercial Printers of Texas, which was held on August 5 and 6, at Galveston, was attended with marked success from many viewpoints. Delegates were in attendance from almost every city and town in the State, and the enthusiasm displayed indicates that Texas printers are destined to play more than a State's part in the national awakening of the trade to the necessity for more scientific business methods.

President Courts' address was listened to with close attention. Among other things, he said:

Your officers have felt that the introduction of cost systems will do more than any other one thing to interest and instruct the printer and make him a fair competitor, and results in localities where it has been installed prove that their conclusions were correct. It is hoped that more interest will be taken in this work, until there is not a printer but what will be informed as to the cost of his work. The public, as a whole, are willing to pay a fair price for services rendered, but there has been such variation in prices that they naturally call for bids on their work to find where the bottom is.

During the past year there has been printed, published and distributed a very large amount of literature along the lines of cost systems and ascertaining the cost of printing, and while this may not have brought visible results it has been educational and caused every printer to give some thought as to how to better his condition and to get better prices for his work and raise his rating with the bank a little above that of the milliner, and the sooner that each and every one of you, no matter the size of your plant, introduces and installs a cost system, the better it will be for you.

President George L. Berry, of the International Printing Pressmen's and Assistants' Union, who was an invited guest, urged a practical cooperation plan between labor and capital. Mr. Berry said that the only way by which the interests of an industry could be brought together was through application of the union shop, because a union shop comprehends the collective bargaining and advancement of the "community of interests" theory. Where industry is most depleted, the speaker declared, tradesunion workers are invariably demoralized. In speaking of the necessity of collective bargaining in the interests of the trade as a whole, President Berry said:

The trades unions of this country must realize the necessity of responsibility and must be big enough in operation of their organization to meet fairly and squarely the issues and enforce the discipline in cases where the membership has erred. The public is a vitally interested party in the fight to bring together the employers and trades unions, and society has a well-rooted opinion that conciliation and arbitration is the proper procedure in determining questions in dispute between the two elements of industry.

Neither of these elements can with full respect to their positions fail to recognize the practicability of conciliation and arbitration. These, to be successful, however, must be guaranteed by both sides with responsibility

for a fulfilment of the terms arrived at. It has been pretty well proven that strikes and lockouts can be averted if proper consideration is given the cases in dispute.

J. E. Grinstead, of Kerrville, who is the author of the association's motto, "Don't throw rocks at the other fcllow's hook," made a strong plea for fraternity among printers, and urged that an effort be made to get the small printer into the organization.

President Wilson H. Lee, of the United Typothetæ of America, and Secretary Franklin W. Heath, of the same organization, were in attendance and addressed the convention. Mr. Lee explained the work of the Typothetæ and urged a closer union among printers, stating that a hearty coöperation was the only means through which the trade could hope for better conditions. Mr. Heath gave a stereopticon lecture on "The Printer and the Dollar," which made a "hit." The wit and humor which characterized the lecture, together with the illustrations, were greatly enjoyed by every one.

The following officers were elected for the ensuing year:

President - Forrest T. Morgan, Austin.

Secretary — Ennis Cargill, Houston.

Treasurer - Robert Clarke, San Antonio.

Vice-Presidents — J. E. Grinstead, Kerrville; E. A. Adey, Houston; A. J. Embree, Belton; E. A. Nordhaus, San Antonio; H. C. Weiss, Beaumont; C. D. Reimers, Fort Worth; H. E. Byrne, Tyler; W. J. Knapp, Galveston.

Executive Committee — J. E. Hill, Waco; G. M. Courts, Galveston; L. B. Clegg, San Antonio; M. D. Evans, Fort Worth; Henry Dorsey, Dallas; E. A. Thompson, Denison; Sam Hargreaves, Dallas; F. W. Erhard, Galveston.

Sergeant-at-Arms - Henry Reese, Gonzales.

The selection of next year's meeting-place was left in the hands of the Executive Committee.



A PRINTER'S HOME.

Residence of W. H. Deshaw, assistant foreman composing-room, Daily Free Press, Burlington, Vermont.



#### Invitations to the Second International Cost Congress.

The following suggestion to insure a record-breaking meeting at the Second Printers' International Cost Congress, announcement of which appears on another page of this issue of THE INLAND PRINTER, has been received with enthusiastic favor. The suggestion comes from Mr. F. Y. Norris, credit manager of the J. W. Butler Paper Company.

J. W. BUTLER PAPER COMPANY,

Established 1844.

Mr. J. A. Morgan, Chairman, 11 South Water street, Chicago:

DEAR MR. MORGAN,- It occurs to me that much can be accomplished toward getting a large attendance at the Second International Cost Congress of Employing Printers if each of the supply houses will not only invite, but urge its customers to attend.

On the theory that one invitation from each of five different sources is better than five invitations from one source, I would suggest that, if, in addition to the invitation the printer gets from you, the convention be called to his attention by the paper-houses, typefounders, ink-houses, electrotypers, etc., it will mean more to him; he will be more interested; he will at least not forget that such a gathering is to be.

The supply house likes a good customer. A "good customer" is a pros-rous one. "Prosperity" is what is left after deducting expenses from gross profits. If you can show the printer where he can increase gross profits and decrease expense he should be vitally interested, and he will be if you get him to thinking about it. The supply house is interested in this, too, and should use the means at its command to have the largest attendance possible. I assure you I will do what I can.

Yours very truly,

July 28, 1910.

(Signed) F. Y. NORRIS.

#### Photoengravers' Costs.

BY GEORGE H. BENEDICT.

In Mr. Horgan's report of the convention of the International Association of Photoengravers, at Buffalo, June 27, 28 and 29, he makes a little mistake in explaining the effort I made, by means of two charts, to show the cost of producing half-tones and the comparative number of cuts of the varying sizes turned out.

To have the charts mentioned in his report indicates that the subject was interesting (to him at least), and I presume it was to some of the delegates.

As there were, perhaps, only one in five of the photoengravers in the United States and Canada at the convention, I assume that the other four of the five may likewise be interested in the attempted explanation of the cost of half-tones. I am, therefore, sending you miniature reproductions of the two charts exhibited in Buffalo, and, to make the matter perfectly clear, I am also sending the history of the movement that resulted in getting up the charts, with the figures used in their compilation.

In July, 1907, representatives of sixteen firms in Chicago met for one hour each week to discuss the conditions of the business and, if possible, discover why so many things were wrong and what remedies, if any, could be applied. They began to find that the other fellow was not altogether bad, and that a little of the right kind of talk soon cleared up the atmosphere, and there were sixteen good whole-souled photoengravers who were willing to listen to reason and do a little work in trying to lift the business out of the mire. It was agreed to go into the matter of costs thoroughly. A public accountant was employed; his report was analyzed by a committee and the conditions that existed was given in the following report:

"Your committee, in submitting the following, wish first to explain that they have taken your auditor's report as a basis. Considering that his report covers the cost and output of five representative firms, three union and two nonunion shops, the output, aggregating 31,312 cuts, containing 551,698 square inches of half-tones, handled during a period of six months, we must conclude that the averages of cost and production must be nearly, if not absolutely, correct."

The report shows that 9.8 cuts, averaging 17.62 square inches each, or 173 inches, is the average output per camera per day. The average cost of operation per camera is

Labor	 	\$11.60	
*Secondary cost	 	. 2.74	
Material	 	. 4.54	(2% cents per sq. in.)
Total		010 00	non comune man dans

The average shop cost is, therefore, \$1.91 per cut, or .1096 cents per square inch.

To determine the relative cost of the smallest and the largest sizes under consideration, we have taken twelve minimums and six 8 by 10's as the probable output per camera per day.

Taking up the minimums, we find the labor, secondary and material cost is \$17.51 per day. To this we must add the managing, selling and other expenses not included in the secondary costs, or, adding \$6.30, we have a total cost of \$23.81 for twelve minimums, which is \$1.99 each, or .199 cents per square inch. It is, therefore, evident that we have not only been sacrificing the profit on this size cut, but have actually handed the customer with every minimum half-tone a cash contribution of the difference between the billing price and \$1.99, and your auditor's report shows that over one-half of the 31,312 half-tones made by the five firms were minimums.

For the other extreme of six 8 by 10's, the labor, secondary and material cost is \$27.02 per day; adding overhead charges of \$6.30, we have a gross cost of \$33.32 for six 8 by 10's, which is \$5.56 each, or .0695 cents per square inch. It is, therefore, evident that the square inch cost of ten-inch half-tones is nearly three times greater than eighty-inch half-tones.

TABULATION OF COST OF OPERATION AND OUTPUT PER CAMERA

9.8 average, 173 sq. in.	Six 8 by 10's, 480 sq. in.
\$11.60 067*	\$11.60024*
2.74015*	2.74 005*
4.54026*	12.68026
\$18.88 —.109*	\$27.02056*
6.30035*	6.30013*
\$25.18	\$33.32
2.57145*	5.56069*
	173 sq. in. \$11.60 — .067* 2.74 — .015* 4.54 — .026*  \$18.88 — .109* 6.30 — .035*

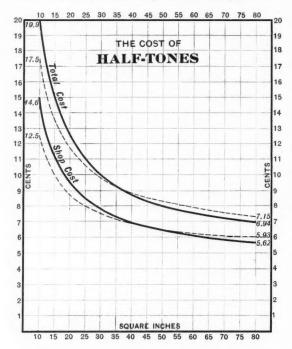
<sup>(\*)</sup> indicates cost per square inch of each item.

To determine the cost of intermediate sizes we have assumed that the sum of the square-inch cost, plus the average-cut cost, is double the cost of a cut of any size, but

<sup>\*</sup> Note. - The item of secondary cost covers all shop expenses not included in labor or material, such as rent, light, water, insurance, taxes, depreciation, etc.

we find it necessary to have recourse to two arbitrary factors, namely \$1.50 each cut plus 5 cents per square inch, instead of \$1 plus  $5\frac{1}{2}$  cents per square inch. This method gives \$2 each as the cost of ten-inch cuts and \$5.50 each as the cost of 8 by 10's; your auditor's figures being \$1.99 and \$5.56 for these sizes.

The cost of intermediate sizes is indicated by the curved lines on the diagram below; the dotted lines are the results of the cost records of another photoengraving plant.



While the estimate of the product per camera per day may not be accepted by all photoengravers, and probably will not be by the photoengraver who had no record of his own output for comparison, it should be remembered that this estimate is not based on the possible product, but on the goods actually delivered.

The diagram should make it clear to any photoengraver that, unless he can disprove the accuracy of these figures by his own records, he should, for his own good, accept the evidence that he is losing money on every minimum cut sold for less than \$2, and that, if it were not for the handsome profit on large cuts, the loss on the small cuts would soon put him out of business.

Consider this: If twelve minimum half-tones per day per camera is an average day's output, the income, at \$1.50 each cut, will be \$18 per camera per day. To make six 8' by 10 half-tones per camera per day, at 15 cents per square inch, will produce \$72 per camera per day.

As an evidence that the square-inch rate calls for a cash contribution with every small cut delivered, the following figures, taken from the monthly reports of a firm that keeps individual-cost records on every job turned out, are submitted:

	Month.	Profit.	Loss.	Net Profit.
July		\$1,541.61	\$527.09	\$1,014.52
August		1,842.26	609.23	1,233.03
September .		1,475.08	565.08	910.00
October		1,622.70	649.05	773.65
November		1,330.74	634.93	695.81
December		1 954 95	991 38	962 88

The gross profit for six months was \$9,066.64; thirty-eight per cent of this amount, or \$3,476.76, was the actual loss on portions of the output (the profit on large cuts contributed to the buyers of small cuts), leaving a net profit of \$5,589.89 on the six months' business.

What better evidence can be offered that the squareinch rate is the curse of photoengraving.

As the cost of making half-tones varies with the size, a scale of prices based on cost must necessarily be a sliding scale. The objection to a sliding scale seems to be that it will reduce the price for large cuts.

ti

n

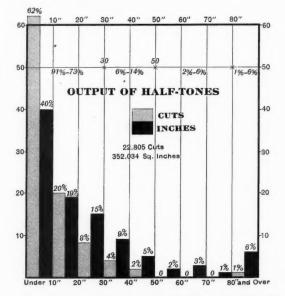
Photoengravers ask: If the buyers of large cuts are willing to pay 15 cents, why deliberately reduce the price; why not leave the price for large cuts at 15 cents and increase the minimum charge?

There are just three consistent reasons: First, an equitable scale of prices must be based on the cost of production; second, when the loss on small cuts has been cut out, there will be no need of anxiety concerning the price for large cuts; third, you do not make as many large cuts as you imagine — you have the copies in mind instead of the cuts.

As an evidence of the comparatively small number of large cuts made, here are some figures taken from the reports of another concern that has an accurate record of every cut made. These figures cover a total of 22,805 half-tones, aggregating 352,034 square inches, of which,

14,332 cuts, or 62%, were minimums.
4,663 cuts, or 20%, 10 to 20 square inches.
1,845 cuts, or 8%, 20 to 30 square inches.
956 cuts, or 4%, 30 to 40 square inches.
401 cuts, or 2%, 40 to 50 square inches.
149 cuts, or 0%, 50 to 60 square inches.
166 cuts, or 0%, 60 to 70 square inches.
54 cuts, or 0%, 70 to 80 square inches.
239 cuts, or 1%, over 80 square inches.
1,357 cuts, or 6%, 30 to 50 square inches.
369 cuts, or 2%, 50 to 80 square inches.
239 cuts, or 2%, 50 to 80 square inches.

A comparison of the per cent of cuts and inches of output is shown in the diagram below:



If a photoengraver has no records of his own output to compare with these figures, what better evidence can he ask than this diagram to be shown that the  $large\ cut\ is$ 

only a phantom and should not be considered as a factor in deciding on any plan to reform the method of charging for photoengravings?

#### Supply Houses for the Square Inch Charge.

Photoengravers who conduct open shops will hold a convention in Toronto, Canada, beginning September 4. The Executive Committee of the Photoengravers' Association have taken advantage of the occasion to invite representatives of supply houses to meet with them, to discuss the effect on the trade of the application of the square-inch measurement to metals, instead of the present weight standard, for which change there is an agitation among some supply houses. If the change is made it may then be competent for the engravers to charge for engravings by the pound.

#### Where the Money Goes.

The spicy "magazine of newspaper comment," Pointers, the representative of the Great Western Type Foundry, Kansas City, publishes the following from C. L. Hobert, of Progress, Holden, Missouri, in its July issue:

One of the reasons why job printers make no money from jobwork is their ignorance of cost. For the benefit of those who think that labor and stock comprise all the cost of a job, let me submit the following "fifty-seven varieties" of additional expense:

1.	Advertising.	30.	D 21
0			Pencils.
4.	Bad-weather delays.	31.	Pens.
3.	Binders' cloth.	32.	Telephone.
4.	Brooms.	33.	Postage.
5.	Cleaning.	34.	Postoffice-box rent.
6.	Commercial club dues.	35.	Power.
7.	Commissions.	36.	Proof delays.
8.	Depreciation.	37.	Proof paper.
9.	Devil.	38.	Proprietor's salary.
10.	Donations.	39.	Public contributions.
11.	Drayage.	40.	Rent.
12.	Errors in estimating.	41.	Repairs.
13.	Express.	42.	Rubber bands.
14.	Freight.	43.	Soap.
15.	Fuel.	44.	Stationery.
16.	Gage-pins.	45.	Spoilage.
17.	Inks.	46.	Strawboard.
18.	Interest on investment.	47.	Street sprinkling.
19.	Insurance.	48.	String.
20.	Laundering towels.	49.	Superintendence.
21.	"Lost in transit."	50.	Tabbing glue.
22.	Lubrication.	51.	Taxes.
23.	Long-distance telephone calls.	52.	Telegrams.
24.	Light.	53.	Towels.
25.	Machinery delays.	54.	Traveling expenses.
26.	Messenger service.	55.	Tympan.
27.	Nails.	56.	Unexpected rise in stock.
28.	Night-work.	57.	Wrapping paper.

Many of these are only 10-cent items; but, like "the little foxes that spoil the vines," they count by the end of the year. In No. 56 only one-eighth of a cent raise in book paper after you have given the fair association your bid for the annual catalogue and premium-list and before you get the order means about 40 cents. In No. 2 a blizzard will cut the working capacity of the shop sometimes fifty per cent. Under No. 7 a cigar may sometimes swing a job, yet is 5 cents commission just the same. No. 29 is the most inconsequential, involving only a few spoonfuls of flour from the home larder and made by the wife (whose time is worth nothing), yet, when we remember the number of millionaires who got their start by saving dimes it is well enough to consider, it. Nos. 18 and 8 receive little consideration from many, and last, but not least—let the angels weep—some men have no more idea than a fishworm of No. 38.

C. L. Hobert,

29. Paste

Progress, Holden, Missouri.

P. S.— Since writing the above the "devil" tapped the till for \$10, which makes another classification.— H.

Pointers endorses this article, but offers a few minor suggestions: No. 22 should be underscored or divided into two numbers—Refreshments and Oil; No. 20 might be eliminated entirely. The items of Ice, Gasoline, Lye, Rags for washing presses, expenses due to Mistakes, Carelessness and Ignorance, and perhaps some others, might be added. The P. S. is probably all right, but if the amount the devil is charged with purloining had been placed at 30 cents it would sound more plausible.



This department is designed to furnish information, when available, to inquirers on subjects not properly coming within the scope of the various technical departments of this magazine. The publication of these queries will undoubtedly lead to a closer understanding of conditions in the trade.

All requests for information demanding a personal reply by mail should be accompanied by a self-addressed, stamped envelope.

#### Aluminum.

(725.) "Kindly advise me from whom I can buy small strips of aluminum, say 2 inches wide and 18 inches long or larger?" Answer.—The Aluminum Company of America, 84 Van Buren street, Chicago.

#### Linotype Metal.

(730.) "I desire to buy one thousand pounds of linotype metal, and have had the Blatchford metal recommended to me. Would you kindly inform me as to what concern manufactures this metal?" Answer.— E. W. Blatchford Company, 230 North Clinton street, Chicago.

#### Goddess of Justice Blindfolded.

(726.) "Have you or can you tell me where I can secure a print of the 'Goddess of Justice,' in which she is represented as being blindfolded and with a sword in one hand and scales in the other?" Answer.— Curtis & Cameron, Pearce building, Boston, Massachusetts. We understand this may also be procured from the Congressional Library, Washington, D. C.

#### Cutting Corners of Post-card Albums.

(727.) "Could you please tell me what concern does the grade of work of cutting the different corners for post-card albums, so as to slip in the cards in the corners?" Answer.— You undoubtedly could have the corners cut by a local bookbinder or pressman. The Ideal Specialty Company, 541 West Jackson boulevard, Chicago, manufactures post-card albums, and we understand will do any part of the work.

#### Disputed Measurement.

(729.) "There is some dispute as to the number of ems in the enclosed machine composition work. Will you kindly report your measurement of the job?" Answer.—According to our way of measurement—which is the usual custom—the job contains 62,156 ems. Our operator would be credited with setting that much and we would charge accordingly. The last page we figure as double-price matter.

#### "Red Lion."

(732.) "Can you give me information as to the term 'Red Lion,' as applied to the printing business? The foreman remarked 'Red Lion' last night, and no one in the shop knew what he was talking about." Answer.— We have no knowledge of this having been used in connection with the printing business. It may be that it has local significance. If you will kindly inform us as to the circumstances under which your foreman used the term, we may be able to trace its origin.

## **BUSINESS NOTICES**



This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

#### NEW KEYSTONE SPECIMEN-BOOK.

The new catalogue and specimen-book that has just been issued by the Keystone Type Foundry of Philadelphia is one of the most complete and practical books of its kind that has ever been issued. The pages are 9 by 12 inches in size, and the book consists of 650 pages printed on a heavy sized and supercalendered stock. This new specimen-book is the first concrete demonstration that gives the publisher and printer a proper idea of the growth of the Keystone Type Foundry during the past five years.

The specimen-book is very thoroughly indexed and is made up into departments which greatly facilitate the showing of type-faces and other material, and which will assist the printer and publisher in making a satisfactory

selection.

The first department is confined to a mass of information for the printer regarding type and printing material, together with a full set of examples showing imposition of forms.

The body-type is shown in three different ways: first, a comparative showing of lower-case alphabets, complete;



second, a showing in a regular newspaper measure of thirteen ems, and lastly, a showing of the same faces in book measures of eighteen and thirty-two ems.

The job-faces are shown in sequence, from the smallest to the largest, but the particular point which will interest the buyer of type is the fact that nearly every face is shown in practical examples of ordinary job-composition, and these pages are printed in two colors throughout the book. It is plain to be seen that in designing this specimenbook the Keystone held before them the average limitation of the average office, and their idea in making up these display pages was to show their customers how the several faces could be used in the best manner by the average printer, by following the ordinary rules covering several

classes and kinds of display. The effects of these samplepages are good and in no case are they bizarre. The publication of a specimen-book of this size, with the practical examples printed in two colors throughout, represents considerable extra investment, which shows that the Keystone Type Foundry are reasonably certain that the money so invested will be amply returned, not only to themselves but also to their customers.

tio

ge

ati

Va

Siz

di

fe

tl

S

Immediately following the showing of body and job faces is a complete list and showing of the accents supplied by the foundry for all job and body faces in Bohemian, Danish, Norwegian, Dutch, French, German, Hungarian, Italian, Polish, Portuguese, Spanish and Swedish



printing. This section of the book contains a complete list of all accents as used in the several languages, and each face and size of Keystone type for which accents are supplied is designated by the exact number of accents that have been cut to date. This particular showing in the book in connection with a C. I. F. price-list, which will be issued shortly, will make it possible for the Keystone Type Foundry to circulate this book in every country in the world and show the printers and publishers of such countries the cost of their goods delivered in certain quantities at the most available port of entry in each country. The publication of this list of accents in connection with the C. I. F. price-list is the first real, consistent effort made by any typefoundry in this country to further the sale of their goods abroad along those lines which have proven so successful in other lines of merchandizing.

Following the department of accents is the complete showing of borders and ornaments, and cast and electrotype initials and cuts. This is practically in two colors throughout, and occupies 78 pages.

The section showing brass goods includes all the specialties manufactured by the Keystone and is a very large line

in itself, occupying 38 pages.

The last department is about the most complete catalogue of printing material, tools, supplies and machinery that has ever been published as part of a typefoundry specimen-book, or as a special publication. This section covers 180 pages and is set throughout in six-point Harris Roman. It contains a complete showing of Keystone specialties, such as Paragon steel chases, Paragon brass galleys, Standard brass and zinc galleys, a full line of special and regular iron composing-room furniture, made from special designs, by a force of draftsmen kept constantly employed by the Keystone people in improving the working conditions among the best class of printers and publishers throughout the country. This is the most complete showing of this class of furniture that has ever been made and is fully illustrated by half-tones, each article being fully described with all specifications.

The machinery section shows a full line of Cottrell new series, high-speed, four-roller two-revolution presses, the Cottrell "Eclipse," the Cottrell new series single-revolution presses, for which the Keystone Type Foundry are general selling agents.

ih.

al

n-

ne

SO

ut

ob

The first edition of this new Keystone specimen-book is being circulated to a special list, but it will undoubtedly be followed by a second edition for general distribution.

#### A NEW VANDERCOOK PROOF PRESS.

There is now on exhibition in Chicago a new press of much promise, and which is attracting a great deal of attention from printers in that city. The inventor, R. O. Vandercook, calls it the "Composing-room Cylinder." It is specially designed to take perfect proofs of forms of all sizes up to that of the largest newspaper page, in the quickest possible time. The new press is fed like a pony cylin-



THE VANDERCOOK " COMPOSING-ROOM CYLINDER."

der, and delivers the sheet automatically, while the ink distribution possesses certain novel features calculated to increase the economic operation of the machine. Large forms can be slid on and off the bed with ease, and no lock-up is required.

At an exhibition of the machine, at which a representative of THE INLAND PRINTER was present, a full page of the Chicago Evening Post was run off, giving a perfectly printed sheet, without any make-ready, while sheets run through several times showed perfect register. The newspaper form was then taken off and an envelope corner-card substituted, entirely unsupported by furniture. A perfect proof of this little form was obtained without change of tympan or inking arrangement. A severe test was then made, when a single forty-eight-point letter was put on the press, which inked and printed the unsupported character to perfect register without any change of adjustment after printing the full newspaper page.

There is a brass plate on the bed of the Composing-room Cylinder, which is easily removed, so that type can be printed direct from the galleys without any special adjustment. The saving in time in this arrangement is very great. The press is so constructed that the bed full of miscellaneous forms can be proved at one time, separate pieces of paper being laid on each form as desired. Further, the whole bed can be filled with mailing-galleys and printed to register on one sheet, which may afterward be cut into strips by a paper-cutter. For this special purpose the press will prove extremely useful to publishers who have large mailing-lists.

The most surprising feature of the new machine—particularly to those who have seen its excellent work—is its simplicity of construction and operation. There are absolutely no complicated parts, and every portion is easy of access, the inventor depending for the perfection of his idea on certain mechanical movements which have been worked out by him with much care and precision. The accompanying illustration, while small, gives an accurate idea of the press, which is certain to become popular in the modern printing-office.

## MILLER SAW-TRIMMER COMPANY MOVES TO ALMA, MICHIGAN.

On September 1 the Miller Saw-Trimmer Company, of Milwaukee, Wisconsin, moved to its new location at Alma, Michigan, where it has had erected one of the most modern and complete plants of its kind in the United States. The factory is located on spur tracks from the Ann Arbor and Pere Marquette railroads, and is of fireproof brick and steel construction. The marvelous growth of this concern, the name of which has become so familiar to the printing trades, has made it necessary to increase its productive capacity, and the new plant will have approximately four times the floor-space of the old plant at Milwaukee. The capital stock of the company was recently materially increased, and it is the intention to manufacture not only saw-trimmers, but also other devices for the printing trade, among which is an automatic-feeding device for platen presses of the Gordon type.

A reorganization of the company has been effected under the laws of Michigan, and in the future it will be known as "The Miller Saw-Trimmer Company of Michigan." The reorganization brings into the printing field several new personalities, among whom are A. M. Wright, president of the Advance Threshing Machine Company, and Francis King, of the extensive clothing establishment of Browning, King & Co. The officers of the new company are: President, Francis King; vice-president, F. H. Petrie; secretary and treasurer, Harry G. Miller. The latter still retains a controlling interest.

The marked increase in the business of the company necessitated the reorganization and a greater factory capacity. As an indication of the company's growth, the sales for 1910 have increased one hundred and twenty per cent over those for the same months last year.

#### AN EFFECTIVE TYPE-CASE CLEANER.

A clever printer has invented a new form of type-case cleaner, which does its work quickly, with no noise and without disturbing the type, and which makes no dust while in operation. It is known as the Vacuo-Bellows, and embodies the principles of the vacuum cleaner, with the advantage that it is very light, perfectly dust-tight, and so simple in construction that any boy can operate it effectively at the first attempt. It consists of an air-tight steel cylinder, fitted with a piston, the head of which is constructed with soft rubber packing to insure a perfect vacuum when the piston-rod is withdrawn. A wide airtube of sheet steel connects the cylinder with the nozzle, the latter being perforated with fine holes, and attached to the air-tube by a universal joint, so that complete freedom in manipulating the device is maintained, no matter whether the case is on the frame or low down in the rack. A tightly fitting metal box supports a canopy of thick felt and surrounds the perforated nozzle, so that when

the vacuum pressure is established, everything in the typebox small enough to pass through the perforations in the nozzle is drawn into the cylinder and forced into a chamber containing a small dampened sponge. All the dust is collected in this one spot, and by removing the sponge and rinsing it occasionally, the machine is kept in perfect running order.



VACUO-BELLOWS TYPE-CASE CLEANER.

Showing the canopy and felt hood, which prevents dust arising when in use. The cylindrical projection on the side of the air chamber is the sponge cup where the dust is collected and moistened.

The accompanying illustrations convey a correct idea of the Vacuo-Bellows and its operation, which is briefly as follows: The left hand grasps the cleaner at the universal joint in the nozzle, and holds the felt canopy down over several type-boxes. The right hand forces the handle of the valve-rod forward, when a powerful jet of air is driven against the contents of the box. As the rod is withdrawn, the vacuum takes up the dust completely and "stores" it in the sponge-packed chamber, which may be opened and cleansed from the outside. It is while the dust is being



THE VACUO-BELLOWS IN USE.

The construction of the nozzle permits the upper case to be cleaned without removing it from the frame.

agitated in the boxes that the suction is applied, and in this respect the device is superior to an ordinary vacuum cleaner, which works by suction alone, the contents of the boxes being moved about either by hand or with a brush nozzle.

The machine is handsomely finished in oxidized-copper effect, and, being of few parts and of strong metal throughout, should last for years with ordinary care. It sells for \$10, and is made by the Feeny-Nossett Manufacturing Company, makers of type-case cleaners, Muncie, Indiana.

#### "SWAN" COATED BOOK-PAPER.

o p

la p c C s s in

We show herewith a reproduction of the cover of a handsome booklet, recently gotten out by the West Virginia Pulp and Paper Company, to further the interests of its Swan book-paper. The booklet consists of sixteen pages and cover, all printed on Swan paper, and contains all classes of letterpress in black and colors. The work is excellent throughout and is a credit to Rogers & Co.,



whose imprint it bears. The West Virginia Pulp & Paper Company is one of the largest manufacturing concerns in the United States, having thirteen mills in operation in different localities, with twenty-three modern paper machines. The superiority of its output is in evidence in the excellent printing quality of the paper shown in this backlet

## UNIQUE PRIZE COMPETITION FOR MASTER PRINTERS.

The American Type Founders Company has hit on a new idea in prize contests, and one which promises most interesting results. It specially interests the employing printers, although open also to employees. Awards of \$100, \$75, \$50, \$40, \$30, \$20 and \$10—\$325 in all—are offered for booklets which excel in advertising effectiveness, typographic style, technical excellence, and appropriateness of type-display and size and selection of paper and cover-stock. All contestants are to use the same copy. This copy for a booklet has been carefully prepared with a view to being an excellent advertisement for all printers in cities of all sizes. It is expected that the contestants will utilize the competing booklets in their respective territories as a means of procuring orders, so that, even if not

so fortunate as to win an award, they may be benefited in a greater degree by their own advertising. In fact, the object of the competition is to stimulate advertising for printing orders and to improve advertising ideas in the printing trade.

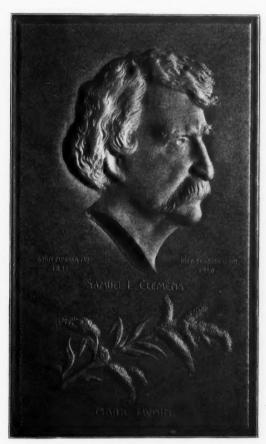
The competition closes October 1, 1910. Full particulars, with the conditions and copy for the booklet, are printed in the August issue of the American Bulletin, procurable at any branch of the American Type Founders Company. There are no restrictions on the size and the shape of the competing booklets. The names of the seven successful printers, with their portraits, will be published in the November issue of the American Bulletin.

of

ıll

#### EMBOSSING DE LUXE BY A CHICAGO FIRM.

Some fine specimens of embossing, both blind and in colors, have been received from the Chicago Embossing Company (Incorporated), of 126 North Union street, Chicago. After much experimenting and a careful study of the best foreign methods, this company has succeeded in



SPECIMEN OF HIGH EMBOSSING FROM BAS-RELIEF OF C. BEATY.

producing embossed work one-half to three-quarters of an inch in depth, the effect being that of true bas-relief, with remarkable sharpness of outline and delicacy of modeling. One of the richest specimens of this embossing that we have seen is used in the "Woodcraft" book, the large catalogue of the Skandia Furniture Company, of Rockford, Illinois, and which has been favorably commented on by

numerous trade journals. In addition to making catalogue covers for the trade, the Chicago Embossing Company is issuing some attractive and timely novelties in bas-relief, made of composition material, and specimens of various kinds, together with estimates, will be sent to printers and others who are interested in the better kind of embossing. The company was organized in November, 1908, as a partnership, and although the beginning was small, it has developed into a corporation having one of the most completely equipped embossing plants in the West. engraving department is under the personal supervision of Oscar Fischer, secretary and treasurer; the embossing and printing is in charge of John Zitka, president, while A. W. Zitman, the vice-president, looks after the sales and general business management. The company has secured the services of C. A. Beaty, a prominent Chicago artist, a specimen of whose work is reproduced herewith.

#### DEVELOPMENTS IN THE LINO-TABLER SYSTEM.

Two new and remunerative classes of employment, one for hand compositors, the other for linotype operators, are the result of the introduction of the Lino-Tabler system, recently invented by Ashton G. Stevenson, of Chicago, into the printing-houses of the country. A rapidly increasing demand for printers and operators versed in the art of tabular composition and make-up has made it necessary for the Chicago Lino-Tabler Company to give special attention to plans for placing this class of workmen in touch with employers who have installed the system.

While strong points of the new tabular system are its extreme simplicity, and the readiness with which operators, hand compositors and stonemen grasp its possibilities, the fact remains that a high degree of proficiency will be more quickly attained by those with a natural aptitude for tabular work, but it is claimed for the Lino-Tabler system that a very short time is sufficient for operators without experience to become expert tabular men.

Linotype and combination plants in various cities are having their entire batteries of linotype machines equipped with Lino-Tabler matrices, while others have the system installed for only part of their machines. When the claim of the company that "the system makes straight matter of tabular matter" is taken into consideration, it is not difficult to realize the degree of speed with which a fourmachine plant, for example, will cause a stack of tariff or other tabular copy to melt into slugs, to which the applicacation of the vertical rules is practically instantaneous. A leading Chicago printing-house, whose composing-room superintendent has an international reputation for progressiveness in introducing practical time-economizing methods, has just completed a railroad tariff of nearly seven hundred pages, on which, owing to the short time in which it was necessary to complete the work, both linecasting and separable typecasting composing machines were used on precisely the same character of matter. In addition to the great saving of time on the machine, as between the line-cast and individual-type methods, it was demonstrated that the sixteen-page forms of Lino-Tabled matter could be locked up in very much less time than the type-forms, while in the pressroom the make-ready time was considerably less, and the absence of drop-outs and work-ups rendered a speed of 1,700 impressions an hour entirely practicable. Owners of plants in which both classes of composing machines are operated are now enabled, through the use of the new tabular system, to throw their entire equipment into operation on the same contract, thereby

equalizing the pressure on the departments, and eliminating much of the overtime, with its attendant disadvantages, quite generally as unsatisfactory in the various mechanical departments as in the "front office."

An interesting table of comparative costs of the different methods of composition is being prepared by the Lino-Tabler company, and a forecast of the results which have been found appears in the company's announcement on the frontispiece of this issue of The Inland Printer.

#### PACIFIC COAST ADVERTISING CONVENTION.

On June 22 to 25 an advertising convention was held in San Francisco, which proved a marked success, every industry vying with competitors in attractive display. To stimulate the interest of advertisers, the management arranged a competition for a silver cup, to be awarded to the most



meritorious exhibit. The San Francisco branch of the Keystone Type Foundry carried off the prize. They had a complete printing exhibit, and in their own boom literature made a specialty of the Panama-Pacific Exposition, reproducing the advertisement from the Washington (D. C.) Post, telling why San Francisco should get the exposition. An illustration of the cup is shown herewith.

#### CREMAIN, A NEW COMPOSITION GOLD LEAF.

For several years metal-leaf beaters have been trying to produce a substitute for real gold leaf which will be nontarnishing. Numerous beaters of composition gold leaf have introduced supposedly untarnishable substitutes for real gold, but it is said that, with one exception, these have proven to be of questionable value. There are several manufactured tissues intended to replace to some degree the use of gold, but these are not beaten metal, which is the only satisfactory method of producing a successful leaf. They are made from bronze, mixed with liquid and sprayed out in sheets and allowed to dry. These are difficult of application and are at best indifferent substitutes for the genuine metal.

After a great deal of experimentation, Cramer & Mainzer, of Fuerth, Bavaria, have succeeded in producing a composition gold leaf, which is said to be positively nontarnishing. It has been submitted to various tests in the past few years and has stood them all, no tarnishing being apparent even after prolonged exposure to the atmosphere, both indoors and out. The new leaf, which is called "Cremain," is put up either nontarnishing on one side only, or on both sides. It is a beaten metal leaf, soft and pliable and of perfect working qualities, and is applied with an ordinary reduced fish-glue size.

James H. Furman, 36 La Salle street, Chicago, is the sole agent for "Cremain" in the United States, and he has already introduced the new product in some of the largest binderies in the country, with the greatest satisfaction to the users. A large stock is carried, from which prompt shipments can be made. Mr. Furman is seeking representatives in the principal American cities, and the indications are that the new composition leaf will enjoy a wide sale.

#### AN EFFECTIVE AUTOMATIC ROLLER-CLEANSING DEVICE.

The Samuel Crump Company, of 10 Vandewater street, New York city, is making an attachment for rotary newspaper, magazine, flat-bed and multicolor presses, which concurrently cleans the rollers, distributors and the form while the press is running, without removing the composition rollers, as they are afterward set off and allowed to remain in the press.

The distributing mechanism is utilized to transfer kerosene or benzin to kill the color, and, at the same time, scrape it out from any convenient composition roller in the train, and drain the color and solvent into a can. The usual time required for cleaning the form, rollers and distributors varies from one to three minutes; to this must be added the time required for handling the press for other purposes. The makers claim that nothing in handwork compares with this attachment in effectiveness and speed, and the use of rags is entirely eliminated. The quantity of solvent required is materially reduced, and the running time of the press is largely increased. Several of these attachments are in use in New York city, where they are giving the greatest satisfaction. A detailed description of the device may be had on application to the inventor, Mr. Samuel Crump, at the New York office of the company.

#### ONE-LINE SPECIMENS OF LINOTYPE FACES.

The Mergenthaler Linotype Company has just issued a compact catalogue of one-line specimens of linotype faces, which makes a condensed specimen-book of practically all the faces up to the time of printing the book, containing more than five hundred different faces, including one-letter, two-letter, Rogers tabular, foreign, headletter and advertising-figure faces. Recent improvements in the Linotype machine have so broadened its scope that it now accepts matrices and casts slugs from five-point to thirty-six-point in size. Among the foreign faces shown are German, Greek, Hebrew, Russian, Servian and Arabic.

#### WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.

#### BOOKS.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 63 by 10 inches, cloth, \$1.50. THE INLAND PRINTER COM-PANY. Chicago.

FOR SALE — Volumes XVI to XLV, inclusive, INLAND PRINTER, excellent condition; sent prepaid to any part of United States for \$50 cash or postal money-order. JOHN M. MURRAY, Inglewood, Cal.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. \$1 by mail. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 cms, if set by Linotype or Monotype machine. Price, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

#### BUSINESS OPPORTUNITIES.

CAPITAL WANTED to manufacture the perfected Hunkins newspaper mailer; have working drawings and patterns; also a complete machine built; have also combination rotary addressing job-press planned. Address A. B. HUNKINS, Mason City, Iowa.

EASTERN AGENCY — Undersigned can represent a few more manufacturing concerns of first-class machinery for the printing trade; correspondence solicited. FRANK NOSSEL, 38 Park Row, New York.

FOR SALE — Good country newspaper and job outfit in a growing town in southern Idaho. K 946.

FOR SALE — Half interest in established publishing house and job-office; best town in South. OWNER, 320 S. 60th st., Birmingham, Ala.

FOR SALE — On account of ill-health, which makes change of climate necessary, the plant and business of the MELTON PRINTING COMPANY, Dallas Tex., is for sale; a modern equipped plant, good condition, invoice \$13,000, doing highest-class work in the city, known throughout the State for its high-class product; would sell all or part to good business manager who could take complete management for year or two.

FOR SALE — Photoengraving plant; equipment high-class; money-maker; easy terms. K 966.

MACHINE PHOTOGRAVURE — The trade supplied; engraved rollers and plates for intaglio printing by my new and improved Rapid Photogravure Process — superior quality. For particulars and instructions address K 953, care New York Office, Inland Printer.

NEWSPAPER AND JOB OPPORTUNITY; Massachusetts town, nearly 10,000 population; weekly newspaper, established 1887; new job outfit.—16 by 21 and 7 by 11 presses; all town printing and legal advertising; \$300 worth of town ads. in August; only printing-office in town; finest chance ever; previous editor was member of Legislature, etc.; four cities within few miles; dozens of new houses going up; will sell for \$2,500 cash, or part can be arranged on easy terms. K 954.

OWNER WISHING TO RETIRE offers for sale the Bishop Press, Kansas City, Mo.; a modern equipped plant doing an unsolicited and profitable business, amounting to \$24,000 per year; have facilities for larger volume of work, which can be had by soliciting; \$12,000 part cash, balance on reasonable terms. Address THEODORE BISHOP, 14th and Oak sts., Kansas City, Mo.

PRINTING-OFFICE — Wanted, capable and experienced printer to purchase half interest in large job-office; town of 85,000 population, close to New York and Philadelphia markets; practically new equipment; good business, which can be largely increased. Reply, with references, to K 943.

PRINT-SHOP FOR SALE in progressive California town of 32,000; well equipped plant, almost new; doing average monthly business of \$650; growing rapidly; splendid location; will take part cash, balance to suit purchaser; splendid chance for good, practical man; other interests reason for selling. Write WALTER ERNST, 1144 "J" st., Fresno, Cal.

SMALL JOB-OFFICE FOR SALE — Can be used in connection with a country weekly or any other mercantile business; invoice on application; cash price, \$350; Address LYNNE WALKER, Waverly, lowa.

#### Publishing.

WE SELL periodical-publishing businesses; trade papers from \$2,500 up. Ask for bulletin. HARRIS-DIBBLE COMPANY, Masonic bldg., New York.

#### FOR SALE.

BOOKBINDERS' MACHINERY; rebuilt Nos. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Two Universal automatic typecasting machines, in first-class condition and complete without molds. THE AMERICAN MULTI-GRAPH COMPANY, Cleveland, Ohio.

FOR SALE — 32 by 47 Optimus 2-revolution, 4-roller, front sheet delivery, air springs; 25 by 35 Potter drum, 2-roller, air springs, tapeless, back-up motion; Latham wire stitcher, ½ to 1½ flat only; Montague & Fuller embossing machine, 16 by 21, with complete inker attachment; 17-inch Sheridan roller backer, "Perfection"; Brown folding-machine, 3 and 4 fold, paster, trimmer, 28 by 42 sheet; Hickot ruler, 32-inch, feint line; all machines guaranteed in fine condition, good as new. BRONSON & SON, 409 Dearborn st., Chicago. Large list of printers' and binders' machinery and materials at our house, Chattanooga, Tenn.

HOE LITHO PRESS — Stone 24 by 34 inches; condition perfect; price low. McCOY & BRANDT, 410 House bldg., Pittsburg, Pa.

IRON STEREOTYPE BLOCKS (196), sold in sets of 16, size 5 7-16 by 8\% inches outside; 5 by 8\% largest plate, 4\% by 7\% smallest plate; these blocks may be cut down to 2-em picas narrower and 1-em pica shorter; guaranteed on 30 days' trial at \$2.50 per block; wood blocks same sizes, 90 cents each. A. F. WANNER & CO., 342 Dearborn st., Chicago, Ill.

PATENT HOOKS — We have hooks and blocks, all guaranteed in good shape, at the following low prices: Eureka hooks, 6 by 6 ems, each 45 cents; Pony narrow-margin hooks, 6 by 7 ems, each 35 cents; Morgans & Wilcox hooks, 8 by 8 ems, each 25 cents; Quetsch register hooks, 6 by 8 ems, each 35 cents; Ideal register hooks (Rouse), 6 by 6 ems, each 25 cents; Morgans & Wilcox register hooks, 5 by 8 ems, each 25 cents; Challenge metal hooks, 8 by 9 ems, each 20 cents; 200 wood blocks, sizes from 3½ by 5 to 8 by 11 inches. A. F. WANNER & CO., 342 Dearborn st., Chicago.

43 by 56 COTTRELL, 4-roller, 2-revolution press; good condition, now running; replacing with a perfecting press. One Latham 32-inch Rival power cutter; good condition; replacing with larger machine. THE STEEG PRINTING & PUBLISHING CO., New Orleans, La.

#### HELP WANTED.

ARE YOU LOOKING FOR WORK? — File your name with The Inland Printer Employment Exchange and it will reach all employers seeking help in any department. During the past few months we have received calls for the following: Job printers, 10; machinist-operators, 4; linotype operators, 5; monotype caster, 1; superintendents and foremen, 10; all-around men, 2; rulers and forwarders, 11; salesmen, 2; stonemen, 2; compositors, 17; wood engraver, 1; artist, 1; pressmen, 5; proofreaders, 3; stereotyper, 1; electrotype finisher, 1; office man, 1. Registration fee, 31; name remains on list as long as desired; blanks sent on request. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

#### Artists.

WANTED — Artist who understands general newspaper work, including cartoons, lay-out, retouching, etc., to take charge art department; splendid opportunity for competent man. Address GRIT, Williamsport, Pa.

#### Bookbinders.

WANTED — A nonunion bindery foreman; one who has had experience in large edition and catalogue binding and a general line of machines for commercial work; references required regarding ability and habits; permanent position with good wages and every opportunity for advancement to right man; location in the Central States. I 938.

WANTED — First-class finisher, competent to act as foreman and take charge of modern bindery; open shop. DAMERON-PIERSON CO., Ltd., 317 Camp st., New Orleans, La.

WANTED — Ruling-machine apprentice; one that has had about two years' experience; permanent position and good chance for advancement; Pacific coast city. I 935.

#### "OROTYP"-Have You Tried It?

WE OFFER YOU A PERFECT An ink which will stand up under **GOL** the most exacting requirements, and secure a rich, brilliant effect. If you are anxious to produce perfect results, let us send you a can ON APPROVAL. Four shades: Light Gold, Deep Gold, Aluminum, and Copp

MANUFACTURED BY THE CANADIAN BRONZE POWDER WORKS MONTREAL TORONTO VALLEYFIELD

DISTRIBUTING AGENT FOR UNITED STATES JAS. H. FURMAN, 36 La Salle St., Chicago, IIL

#### HELP WANTED.

#### Compositors.

COMPOSITOR WANTED — High-class, educated job-printer, capable of doing typefounder's specimen work; good position for right party; specimens of work with application will save time. Address W. A. PARKER, 300 Communipaw av., Jersey City, N. J.

WANTED — Two compositors, specialists on high-class commercial work; 8 hours; permanent situations to right men; send samples. K 926.

#### Engravers.

WANTED — Engraver capable of taking charge of small plant; good opening for right man. THE STANDARD PUBLISHERS, Ltd., Regina, Can.

#### Foremen, Managers and Superintendents.

WANTED — A live man for superintendent of large specialty-printing establishment in New England employing 350 hands; must have thorough technical knowledge and experience in printing and printing mechanics, and the ability to get production; state fully qualifications, references and salary expected. K 951.

WANTED — A man to take charge of printing establishment in a growing Southern city; must be competent and experienced in making estimates; one preferred who will invest some money. K 969.

WANTED — Foreman for open shop composing room running three Linotype machines and 15 to 20 people; modern, up-to-date equipment; applicants must be orderly and systematic, able to lay out all classes of fine catalogue work, tariffs, railroad and general book and job composition. Apply, with references, to K 488.

#### Lithographer.

WANTED — Lithograph designer and engraver; one who has had experience on colorwork preferred; permanent position and good wages to right man; references regarding ability and habits required. I 554.

#### Miscellaneous.

IAAY-OUT AND "DUMMY" MAN WANTED — The advertiser is a large specialty corporation, operating a small printing-plant of its own, handling about \$200,000 worth of printing a year, much of which printing takes the form of booklets, catalogues and folders; the advertising department is in need of an expert lay-out and "dummy" man who has had experience in printing, but particularly a man who has handled the higher grade of catalogue, booklet and folder work. Please forward complete data in your first letter, stating your age, experience, amount of compensation required and samples of your work, together with references. All applications will be considered as confidential, but immediate action is necessary.

TO PRINTERS — We need a foreman for the composing-room — a good, live, energetic and earnest man who knows his business and can handle

live, energetic and earness man was an operate two Michles, and demonstrate he is worth more than the scale.

A proofreader who can find the errors and O. K. the margins.

We employ union labor and offer exceptional terms to high-class men. If you believe you are worth more than the average, and want steady work and advancement with a growing concern, write us. We operate an up-to-date plant in Chicago. K 963.

#### Pressmen.

PLATEN PRESSMAN — understanding half-tone colorwork, having executive ability; steady work; union. P. O. BOX 593, Troy, N. Y.

#### Proofreaders.

PROOFREADER — Thoroughly qualified to handle all classes of work; permanent position to competent man. Address, with references, WILLIAMS & WILKINS COMPANY, 2427-29 York road, Baltimore, Md.

WANTED — By a printing company located in the Central States, an experienced salesman; references as to habits and ability required; every opportunity to a good man. In answering, please state salary desired. I 518.

#### INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want— No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Priče, §4.

A LINOTYPE SCHOOL AT HOME — The Eclipse keyboard, complete, at \$4, includes best Linotype keyboard course on market; starts the beginner right path; will make a "swift" out of the operator who lacks speed; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 South Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

LINOTYPE INSTRUCTION — Twelve weeks' very thorough operator-machin-ist course, \$80; great demand for operators at the present time; large, well-equipped school; hundreds of graduates. Write for date of next open-ing. EMPIRE MERGENTHALER LINOTYPE SCHOOL, 419 First av., New

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for particulars before deciding.

#### MISCELLANEOUS.

HAVE 2,000 high-grade electrotyped cuts—trade and ornamental—for sale at 10 cents each; regular 25-cent to 75-cent kind. Send for proofs. Money back if wanted. Early orders get the pick. GRAMLICH & BAU-HAHN, 1999 Clinton av., New York city.

#### SITUATIONS WANTED.

DO YOU WANT HELP FOR ANY DEPARTMENT? — The Inland Printer Employment Exchange has lists of available employees for all departments, which will be furnished free upon receipt of stamped, self-addressed envelope. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

#### Artists.

FIRST-CLASS all-around commercial artist would like to change; capable of taking charge; can handle Ben Day; colorwork; good estimator; 10 years' experience; married, sober; engraving house preferred. K 971.

#### Bookbinders.

BOOKBINDER — All-around operator, adjuster, machinist; every variety folding and feeding machines, cutters, trimmers, sewers, wire stitchers, etc., can figure and improve defects better than the average crack; not seeking highest wages, but appreciates credit for knowing emphatically that machines are not the acme of perfection; I am not swelled nor chesty, but willing and ambitious anywhere, any time; can furnish a variety of help, general bookbinders, etc.; also fair printing impressor. FRANK PORLIER, 211 W. 16th st., New York city.

SITUATION WANTED as superintendent, manager or foreman of a book-bindery, by a practical binder with years of experience; thoroughly understands bookbinding in all its branches. K 932.

WANTED — Position as finisher and foreman in a well-established bindery; am thoroughly competent; Middle or Western States preferred. K 967.

#### Engravers.

FIRST-CLASS PHOTOENGRAVER, competent in all that includes engraving, desires to make a change. I 936.

WANTED — Position by all-around photoengraver; experienced in commercial and newspaper work; newspaper shop preferred. BOX 61, Sulligent, Ala.

#### Foremen, Managers and Superintendents.

AS SUPERINTENDENT or foreman; capable of assuming complete charge of plant; sober and hard worker; would consider investment in growing concern. K 929.

FOREMANSHIP by practical printer; has handled all branches of trade. FOREMAN, care A. Russ, 246 Hudson av., Albany, N. Y.

FOREMAN, with thorough understanding of high-grade printing and of supervising it in composing-room, pressroom and bindery, desires engage-ment. K 492.

MANAGER OR SUPERINTENDENT wants position; I have had wide experience in all branches of the printing business and am thoroughly posted and familiar with present-day methods of manufacturing; have had 20 years' experience as manager; am a good executive and can successfully handle employees as well as customers. I 939.

MANAGER — Practical printer, estimator, solicitor wants position in book, catalogue or commercial job-printing plant; good references; married; age 28; want to locate West. K 831.

SUPERINTENDENT OR MANAGER, practical in all branches of printing and lithography, also steel and copper; desire to locate in or near New York city; high-class references and exceptional ability; at present located West in charge of large plant; expert systematizer, cost-keeper and organizer. K 509.

WANTED — A position as foreman of composing-room; have had a wide experience, having served in positions of responsibility in some of the large offices of the country; references furnished upon request. K 964.

#### Newspaper Men.

WANTED SITUATION — Manager of small daily or assistant manager of large daily; can cartoon and a positive producer; can make any plant pay; correspondence solicited with a view to change. Address ELBERT MORGAN, 69 Fourth st., N., Fargo, N. D.



MAKE MONEY by attaching NEW CENTURY FOUNTAINS to your jobbers. The perfection of fountains. Will increase

to your jodders. I he perfection of fountains. Will increase press output from 3,000 to 200 a day on steady runs. No readjusting after washup or when changing impressions. One-screw ink feed. One-screw roller contact. Will not mark the print. Minimizes danger of offset by reason of uniform inking. Can be taken apart in a few seconds, with the fingers, without screw-driver or wrench. Will do the work of a long fountain without its disadvantages. It is a producer of RESULTS—More Impressions and Better Work. For Chandler & Price, Challenge, and all Gordon Presses.

Get a descriptive circular from your dealer or send to us.

THE WAGNER MFG. CO., Scranton, Pa.

#### SITUATIONS WANTED.

#### Operators and Machinists.

LINOTYPE MACHINIST — Do you want a man who can raise the standard of efficiency of your plant to a high level and keep it so at a minimum cost? Can handle electrical work and other printing-office machinery; 15 years' experience; married; do not drink; wish to connect myself with a growing, progressive firm. If you appreciate the work of a reliable, steady, ambitious man, who is always ready and willing to please his employer, then write me. K 955.

LINOTYPE MACHINIST of 12 years' experience, open for engagement on any size plant; practical man; can rebuild; temperate, steady, union; references furnished. K 970.

MACHINIST-OPERATOR — Fast, clean man; first-class on care of machines; union. K 451.

#### Paper-box Makers.

SITUATION WANTED as superintendent or foreman in paper-box factory; thoroughly understands all branches, including label and catalogue work; have at present charge of printing and cutting department; desire change; good references; age 32, married. I 941.

#### Pressmen.

BY PRESSMAN-MACHINIST — Been journeyman and foreman at both trades; holding machinist foremanship now; desires change; state conditions. WILL D. CANDEE, Bakersfield, Cal.

FOREMAN OF PRESSROOM, nonunion, efficient in every respect, having full knowledge of running a large plant successfully, highest references, at present employed, desires a change; Eastern or Western coast cities preferred. K 995.

NONUNION PLATEN PRESSMAN — Young man, thoroughly competent; half-tone, vignette and color work; 9 years' experience; temperate and will work for moderate wages. K 948.

PRESSMAN, A-1 cylinder and Gordon; 10 years' experience on high-grade work; capable of taking charge; union. Address, stating particulars, G. N. MARSH, General Delivery, Taylorville, Ill.

PRESSMAN, cylinder; working foreman; New York or vicinity; union. K 949.

WANTED — A position by a first-class practical pressroom foreman; 15 years' experience as foreman; a good, economical manager; have good executive ability, and will guarantee to run pressroom on a strictly business and profitable basis; best references; sober and steady; union. K 962.

#### Salesmen.

SITUATION WANTED as salesman. Would a practical photoengraver of 16 years' experience, good habits, character and personality qualify to represent your interest? Personal interview solicited. Central States preferred. K 625.

#### BUSINESS DIRECTORY.

#### Bookbinders' and Printers' Machinery.

DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, auto matic feeders for presses, folders and ruling machines. 2-11

#### Bookbinders' Supplies.

SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

#### Calendar Manufacturers.

NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

#### Case-making and Embossing.

SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates.

#### Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases.

#### Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL & COPPER PLATE COMPANY, THE, 116 Nassau st., New York; 114 Federal st., Chicago; Mermod-Jaccard bldg., St. Louis, Mo. Satin-finish plates. 6-11

#### Counters.

HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes.

Printers' form-trucks.

5-11

#### Cylinder Presses.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. Babcock drums, two-revolution and fast new presses. Also rebuilt machines. 7-11

#### Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York.

3-11

#### Electrotypers' and Stereotypers' Machinery.

HOE, R., & CO., New York and London. Manufacturers of printing, stereotyping and electrotyping machinery. Chicago offices, 143 Dearborn st. 11-10

MURRAY MACHINERY COMPANY, Kansas City, Mo. All kinds of electrotyping, stereotyping and photoengraving machinery. 3-11

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago. Eastern Office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, office and salesrooms, 124-126-128 Federal st., Chicago. Eastern representatives: United Printing Machinery Company, Boston-New York.

#### Embossers and Engravers - Copper and Steel.

FREUND, WM., & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 43-49 Randolph st., Chicago. (See advt.) 3-11

#### Embossing Composition.

STEWART'S EMBOSSING BOARD — Easy to use, hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for \$1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

WESTERN EMBOSSING COMPANY. Every description of hot-die embossing. Post-cards, labels, catalogue covers, leather, cut-letter signs, adversising novelties. Send for estimate. Office and works, 2954 Sheffleld av., Chicago, Ill. (See advt.)

#### Embossing Dies.

YOUNG, WM. R., 121-123 N. Sixth st., Phliadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-11

#### Engraving Methods.

ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings, photos are easily and quickly made by the unskilled on common sheet zinc; price of process, \$1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind.

#### Gummed Papers.

IDEAL COATED PAPER CO., Brookfield, Mass. Imported and domestic guaranteed noncurling gummed papers. 5-11

JONES, SAMUEL, & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples.

#### Gummed Tape in Rolls and Rapid Sealing Machine.

JAMES D. McLAURIN CO., INC., 63 Park Row, New York city. "Bull-dog" and "Blue Ribbon" brands gummed tape. Every inch guaranteed to stick.

#### Ink Manufacturers.

AMERICAN PRINTING INK CO., 2314-2324 W. Kinzie st., Chicago. 3-1

RAY, WILLIAM H., PRINTING INK MFG. CO., 735-7-9 E. 9th st., New York. 9-10

#### Job Presses.

GOLDING MFG. CO., Franklin, Mass. Golding Jobbers, \$200-\$600; Embosser, \$300-\$400; Pearl, \$70-\$214; Roll-feed Duplex, Triplex. 8-11

#### Live-stock and Poultry Cuts.

CHAS. L. STILES, Columbus, Ohio. Live-stock and poultry cuts. 8-11

#### Machinery.

BARNHART BROTHERS & SPINDLER, Chicago. New; rebuilt. 7-11

#### Mercantile Agency.

THE TYPO MERCANTILE AGENCY, General Offices, 160 Broadway, New York; Western Office, 184 La Salle st., Chicago. The Trade Agency of the Paper, Book, Stationery, Printing and Publishing Trade.

#### Motors and Accessories for Printing Machinery.

SPRAGUE ELECTRIC COMPANY, 527 W. 34th st., New York. Electric equipments for printing-presses and allied machines a specialty 3-11

## "CRAMAIN-GOLD"

CRAMAIN-GOLD HAS been submitted to many extreme tests, for more than a year, and with invariable success.

CRAMAIN-GOLD Is a beaten metal, soft and pliable, and of perfect working qualities. Its cost is less than half that of Genuine Gold. We will gladly ship a trial pack on approval to any reputable concern upon request.

#### A NON-TARNISHING METAL LEAF

Bookbinders will be interested to know of this new product, which will hold its brilliancy and original tone indefinitely.

MANUFACTURED BY Cramer & Mainger, Fuerth, Bauaria.

Sole Agent and Distributor in the U.S.

JAMES H. FURMAN, 36 LA SALLE STREET CHICAGO
Reputable representatives wanted in all principal cities.

#### Paper Cutters.

DEXTER FOLDER CO., Pearl River, N. Y., manufacturers of automatic clamp-cutting machines that are powerful, durable and efficient. 2-11

GOLDING MFG. CO., Franklin, Mass. Lever, \$130-\$200; Power, \$240-\$600; Auto-clamp, \$450-\$600; Pearl, \$40-\$77; Card, \$8-\$40. 8-11

OSWEGO MACHINE WORKS, Oswego, New York. The Oswego, Brown & Carver and Ontario — Cutters exclusively.

SHNIEDEWEND, PAUL, & CO., 631 W. Jackson blvd., Chicago.

#### Photoengravers.

BLOMGREN BROTHERS & CO., 76-82 Sherman st., Chicago. Photo, half-tone, wood engraving and electrotyping. 11-10

INLAND-WALTON ENGRAVING CO., THE, illustrators, engravers and electrotypers, 3-color process plates. 120-130 Sherman st., Chicago. 12-10

NATIONAL ENGRAVING COMPANY, Sioux Falls, S. D. Designers and engravers. "Cuts that talk."

THE FRANKLIN COMPANY, 346-350 Dearborn st., Chicago. Photovers, electrotypers and printers.

#### Proof Presses for Photoengravers and Printers.

SHNIEDEWEND, PAUL, & CO., 631 W. Jackson blvd., Chicago.

#### Photoengravers' Machinery and Supplies.

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago.
Eastern Office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, headquarters for photoengra-vers' supplies. Office and salesrooms: 124-126-128 Federal st., Chicago, Eastern representatives: United Printing Machinery Co., Boston-New York. 2-11

#### Photoengravers' Screens.

LEVY, MAX, Wayne av. and Berkeley st., Wayne Junction, Philadelphia, Pa. 3-11

#### Photogravure and Photogelatin Printing.

HENRY & CO., 18 Spruce st., New York. "Let us put you on our mailing list."

#### Presses.

GOSS PRINTING PRESS COMPANY, 16th st. and Ashland av., Chicago, manufacturers newspaper perfecting presses and special rotary printing 1-11 machinery.

HOE, R., & CO., New York and London. Manufacturers of printing, stereo-typing and electrotyping machinery. Chicago office, 143 Dearborn st. 11-10

THOMSON, JOHN, PRESS COMPANY, 253 Broadway, New York; Fisher bldg., Chicago; factory, Long Island City, N. Y. 10-10

#### Printers' Rollers and Roller Composition.

BINGHAM BROTHERS COMPANY, 406 Pearl st., New York; also 521 Cherry st., Philadelphia. 10-10

BINGHAM'S, SAM'L, SON MFG. CO., 316-318 S. Canal st., Chicago; also 514-518 Clark av., St. Louis; First av. and Ross st., Pittsburg; 706 Baltimore av., Kansas City; 52-54 S. Forsythe st., Atlanta, Ga.; 151-153 Kentucky av., Induanapolis; 675 Elm st., Dallas, Tex.; 135 Michigan st., Milwaukee, Wis.; 919-921 4th st., So., Minneapolis, Minn.; 609-611 Chestnut st., Des Moines, Iowa.

BUCKIE PRINTERS' ROLLER CO., 396-398 S. Clark st., Chicago; Detroit, St. Paul, St. Louis; printers' rollers and tablet composition.

MILWAUKEE PRINTERS' ROLLER CO., 372 Milwaukee st., Milwaukee, Wis. Printers' rollers and tablet composition.

WILD & STEVENS, INC., 5 Purchase st., cor. High, Boston, Mass. Established 1850.

#### Printers' Supplies.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. 7-11

#### Stereotyping Outfits.

A COLD SIMPLEX STEREOTYPING OUTFIT, \$19 and up, produces the finest book and job plates, and your type is not in danger of being ruined by heat; simple, better, quicker, safer, easier on the type, and costs no more than papier-maché; also two engraving methods costing only \$5 with material, by which engraved plates are cast in stereo metal from drawings made on cardboard; "Ready-to-use" cold matrix sheets, \$1. HENRY KAHRS, 240 E. 33d st., New York city.

#### Typefounders.

AMERICAN TYPE FOUNDERS CO., original designs, greatest output, most complete selection. Dealer in wood type, printing machinery and printers' supplies of all kinds. Send to nearest house for latest type specimens. Houses — Boston, New York, Philadelphia, Baltimore, Washington, D. C., Richmond, Buffalo, Pittsburg, Detroit, Cleveland, Cincinnati, St. Louis, Chicago, Kansas City, Denver, Dallas, Los Angeles, San Francisco, Portland, Spokane, Seattle, Vancouver.

BARNHART BROTHERS & SPINDLER, Chicago. Superior copper-mixed

HANSEN, H. C., TYPE FOUNDRY (established 1872), 190-192 Congress st., Boston; 43 Center st. and 15 Elm st., New York. 10-10

INLAND TYPE FOUNDRY, standard line type and printers' supplies. Louis, New York, Chicago and Philadelphia.

The School of Hard Knocks

> Practical— practical, rings through every page of

The American Printer

Its articles are written by men who have learned in the dear school of experience—men who speak with authority—men whose words will put dollars and cents into the pockets of employers and employees—makers, buyers and sellers of printing.

ployees—makers, buyers and sellers of printing. You should be reading this magazine. It's the only journal of its kind—planned and carried out on a scale attempted by no other publication. The many reproductions of fine printing and engraving which appear on its pages are alone worth far more than the subscription price. Every department that concerns the up-to-date printing office receives adequate treatment. Composition, Commercial Art, Paper, Ink., Designing, Process Engraving, Business System, Bookmaking—all are handled in an intensely practical way.

an an intensely practical way.

As an advertising medium The American Printer is in a class by itself. It gives no duplication of circulation. The greatest sell-

cation of circulation. The greatest selection of circulation and printing-office equipment use its columns liberally, for it yields them greater returns for their money than any other publication in the world. Write today for sample copy. If you have anything to self that is used in the modern printshop, get our rate card. Subscription price of The American Printer is \$2.00 a year—three months 50 cents. Oswald Publishing Company, 25 City Hall Place, New York City



#### FOR NIGHT TRAVEL

Between CHICAGO, ST. LOUIS and KANSAS CITY choose "The Only Way"

#### Chicago & Alton R. R.

Electric block signals, electric search headlights, electric lighted trains, over a completely rock-ballasted roadway underlaid with boulders and underdrained with tile.

A Railroad with Character R. J. McKAY General Passenger GEO. J. CHARLTON
Passenger Traffic Manager

## --- CRAMER'S NEW ---**Process Dry-Plates and** Filters "Direct" Three-color Work

Not an experiment but an accomplished fact.

Thoroughly tested in practical work before being advertised.
Full details in our new booklet "DRY-PLATES AND COLOR-FILTERS FOR TRICHROMATIC WORK," containing more complete practical information than any other book yet published. This booklet sent free to photoengravers on request.

G. CRAMER DRY-PLATE COMPANY, St. Louis, Mo.

THE GOVERNMENT STANDARD KEYBOARD PAPER with Round Perforation for the MONOTYPE MACHINE COLONIAL COMPANY, MECHANIC FALLS, MAINE

#### KNIFE-GRINDING SERVICE

PROMPT AND EXPERT We make a specialty of Paper Cutter and Lithograph Stone Knife Grinding. E. C. KEYSER & CO., 404 So. Clark St., CHICAGO. ('Phone, Harrison 7594)

PRINTERS — You can not afford to purchase new or rebuilt Printers' Machinery, exchange or sell your old without consulting us.

DRISCOLL & FLETCHER Printers' Machinery Works,

Buffalo, N. Y.

#### LOST \$8.50!-YOU MAY BE NEXT

We tested it on a half-tone which had been thrown in the scrap-box on account of a scratch and which we had to replace with a new one at an expense of \$8.50. After removing the enamel with your outfit we found that the scratch had so nearly disappeared that we might have used it and saved the expense of a new half-tone. We have found it especially valuable in cleaning old half-tones, and in some cases new ones are benefited by its use.— Extract from letter.

WRITE DEPT. H. J. FRANK JOHNSON, BATTLE CREEK, MICH.



#### PRESS CONTROLLERS

Fills All Requirements of Most Exacting Printers. MONITOR SALES DEPT.

106 South Gay Street, BALTIMORE, MD.

#### ¿ for the Trade Roughing

We have put in a ROUGHING MACHINE, and should be pleased to fill orders from those desiring this class of work. Three-color half-tone pictures, gold-bronze printing, and, in fact, high-grade work of any character, is much improved by giving it this stippled effect. All work given prompt attention. Prices on application. Correspondence invited.

THE HENRY O. SHEPARD COMPANY

120-130 Sherman Street







## THE PAASCHE AIR

BRUSHES are absolutely the best for designing, modeling, retouching and finishing drawings for reproduction purposes. Professionals as well as amateurs pre-

fer them. Send for illustrated catalog NOW.



Engravers and Three-color Operators care \$20 to \$50 per week. Only College in the world where these paying professions are taught successfully. Established slateen years. Endorsed by International Association of Photo-Engravers and Photographers' Association of Illinois. Terms easy; living inexpensive. Graduates placed in good positions. Write for catalogue, and specify course in which you are interested. HLINOIS COLLEGE OF PHITO-ENGLAYING STANDARD HISSELL COLLEGE OF PHITO-ENGLAYING BISSELL COLLEGE OF PHITO-ENGLAYING Emingham, Ill. LH. BISSELL, President.



#### PAASCHE AIR BRUSH COMPANY 607 BLUE ISLAND AVENUE, CHICAGO, ILLINOIS

#### THE BLACK-CLAWSON CO.



#### 3 Chilled • Iron Roller INK MILLS

Sizes — 6 x 18, 9 x 24, 9 x 32, 9 x 36, 12 x 30 and 16 x 40 inches.
With or without Hoppers. Solid or Water Cooled.
Also build Paper and Pulp Mill Mackinery, Plating Machines, Saturating
Machinery and Special Machinery.

## **Auld's No Mottle Paste**

Guaranteed to overcome the very worst cases of mottling on solids of half-tones, block printing, etc. Price, \$1.50 per pound. Manufactured by

HAMPTON AULD MANUFACTURER OF INK SPECIALTIES New Jersey, U. S. A.



75 Shelby Street DETROIT . . -- MICHIGAN

## DURANT COUNTERS Can be Counted on to



Our broad line provides the right machine for every point in the pressroom.

The W.N. Durant Co. Milwaukee Wis.

AS PRINTERS' ADS Do bring orders—hundreds of printers are proving this with my service of 3-color cuts and wording. Easy to print in anyshop. 12th year. Samples Free. CHAS. L. STILES, COLUMBUS, O.

## **Paper Testing**

We have facilities for making chemical, microscopical and physical tests of paper promptly and at reasonable prices.

We can be of service to the purchaser by showing him whether he is getting what he has specified.

We can be of service to the manufacturer in disputes where the report of a third party is likely to be more effective.

Electrical Testing Laboratories
80TH STREET and EAST END AVENUE, NEW YORK CITY

## SUMMER ROLLERS

The VAN BIBBER ROWER CO.

CINCINNATI, OHIO.

WE MAKE THE BEST THAT CAN BE MADE We use the latest up-to-date GATLING GUN system in casting, with the finest steel moulds, and make solid, perfect rollers by the best formulas.

Established 1868. Cincinnati is sufficient address in writing or shipping.

#### COST ACCOUNTING

GENERAL ACCOUNTING AND OFFICE SYSTEMS SUCCESSFULLY TAUGHT

Right theory. Correct application. Accurate results. The plan is simplicity itself. Guesswork eliminated. Not the average cost of all jobs, whether above or below the average, but the absolute cost of every job. Just the thing for the small and medium-size shops, yet comprehensive enough for the largest.

Resident and Extension Courses.
Complete Systems Personally Installed.

= Rates on application. Address ==

#### THE SCHOOL OF COSTS

M. J. BECKETT, MANAGER

800 Ship Street . . . . ST. JOSEPH, MICH.

Successor to Cost Department, Inland Printer Technical School.

## A Modern Monthly— All About PAPER



THE PAPER DEALER
gives the wanted information
on the general and technical sub-

ject of

Paper

It will enable the printer to keep posted on paper, to buy advantageously, and to save

money on his paper purchases. No dollar could be spent more profitably for a year's reading. Printed on enamel book paper.



SPECIAL OFFER—Enclose a dollar bill, or stamps, or money-order, in your letter-head, and remit at our risk, and receive the paper for the balance of 1910 and all of 1911 and also a copy of our book, "Helps to Profitable Paper Selling."

6 he PAPER DEALER

155 WASHINGTON STREET, CHICAGO

High-grade Type Metals for High-grade Users—Our

## MONO STEREO ELECTRO TYPE Metals

ALSO

#### Autoplate and Compositype Metals

Are used by such papers as

Philadelphia Bulletin Philadelphia Inquirer Philadelphia Record Buffalo Express Cleveland Press Atlanta Journal

and hundreds of other prominent publications.

THE NEW YORK WORLD has used our Stereotype Metal exclusively for the last four years, during which time they have consumed over

600,000 POUNDS!

What further proof is needed that we make

The Best Type Metals?

"Reg. U. S.

## Merchant & Evans Co.

New York Brooklyn Baltimore Chicago Kansas City Denver

#### FOR PRINTERS



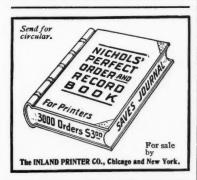
Best Detergent for cleaning and preserving Rollers.

## Repairing

Printers' and Lithographers' Machinery

Erecting and Overhauling all over the country

The B. & A. Machine Works 317-319 South Clinton Street, CHICAGO





## COPPER AND ZINC PLATES

MACHINE GROUND AND POLISHED

CELEBRATED SATIN FINISH BRAND

FOR PHOTO, ENGRAVING AND ETCHING

MANUFACTURED BY

THE AMERICAN STEEL & COPPER PLATE CO.

116 NASSAU STREET, NEW YORK, N. Y.

We cater to the Printing Trade in making the most up-to-date = line of =

#### Pencil and Pen Carbons

for any Carbon Copy work. Also all Supplies for Printing Form Letters.

MITTAG & VOLGER, Inc. PARK RIDGE, NEW JERSEY

MANUFACTURERS FOR THE TRADE ONLY

## Black and Colours

For Printing Ink, Carbon Paper, etc.

Soluble in Oils, Wax, Resin, etc.

WILLIAMS BROS. & CO. HOUNSLOW, ENGLAND



OUR NEW IMPROVED

## Shading Films

Are Guaranteed to Remain Transparent, are Deep and Do Not Smudge.

= Write for Catalogue =

The American Shading Machine Co. 164-168 RANO ST., BUFFALO, N.Y., U.S.A.

#### **IMPORTANT!**

DO YOU USE THE BLATCHFORD QUALITY METALS?

More than **800** new customers ordered Blatchford Metals in 1909.

E.W. BLATCHFORD CO.

Chicago 230 N. Clinton St.

New York 5 Beekman St.

## GET HAND BALER

A press like this will help you to save your waste pa-

per and to get the best prices for it.



Sullivan Machinery Co.

GODFREY L. CABOT

BOSTON, MASS.



# CLIMAX REGISTER HOOKS



Front view Climax Register Hook, No. 2,

ARE
SIMPLY PERFECT
BECAUSE

PERFECTLY SIMPLE



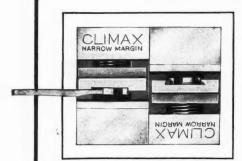
Rear view Climax Register Hook, No. 2, showing renewable steel bushing.

## If you could see

the pleased smile that invariably comes over the face of an experienced pressman the moment he first sees a Climax Register Hook; If you could see the way this smile broadens into a satisfied grin the more he examines it; If you could see the ease with which a perfect register is secured and maintained with them; If you could see the extremely narrow margins which they permit; If you could see the simple, solid, substantial hook that does all this, and if you could then see the constantly increasing flood of orders — mostly repeat orders — which we are continually receiving for them from the foremost printers in America,

## You would believe

what the users know, that



Climax Register Hooks in position for minimum margins.

#### CLIMAX REGISTER HOOKS ARE SUPREME!

If you print from plates you need register hooks; and if you want the best register hook—the hook that has "made good," wherever used—you want the Climax Register Hook.

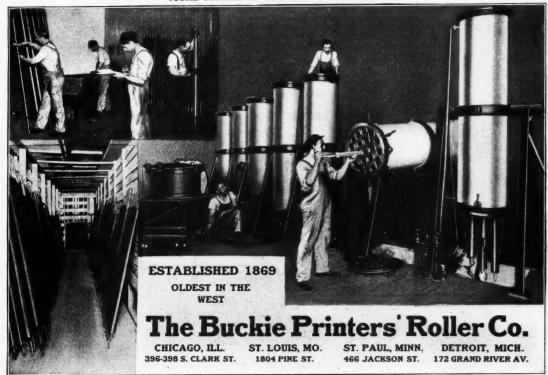
If in doubt, ask the users, they know.

Sole Makers and Patentees

H. B. ROUSE & CO., 2214-2216 Ward St., CHICAGO

The Register Hook People

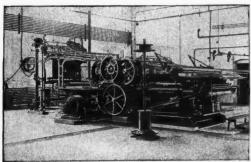
(SOME CORNERS OF OUR CHICAGO FACTORY)





#### Get rid of your shafting and belts

and you get rid of a lot of trouble in your print-shop



Westinghouse Motor Driving 2-color Miehle Press

#### The way to do it-

Equip each of your machines with its own Westing-house Motor. The application of electric power direct to machines puts an end to all transmission troubles and losses. It does away with all dirt and grease attending mechanical drive.

#### Westinghouse Electric & Mfg. Co. PITTSBURG, PA.

Sales Offices in all Large Cities.
ada--Canadian Westinghouse Co., Ltd., Hamilton, Ontario





A LL the important ports on the Great Lakes are reached regularly by the excellent service of the D. & C. Lake Lines. The ten large steamers of the dualities of speed, safety and comfort.

The D. & C. Lake Lines operate daily service between Detroit and Cleveland, and Detroit and Buffalo, four trips per week between Toledo. Detroit, Mackinae and way ports, and two trips per week between Detroit, Bay City, Saginaw and way ports.

About June 25 a special steamer will leave Cleveland twice a week direct for Mackinae, stopping only at Detroit every trip and Goderich, Ont., every other trip, Send two-cent stamp for illustrated pamphlet and Great Lakes map.

Lakes may.

Rail Tickets available on steamers.

Address L. G. LEWIS, G. P. A., Detroit, Mich.

P. H. McMillan, Pres.

A. A. SCHANTZ, Gen. Mgr.

Detroit & Cleveland Nav.Co.

# Wherever Engravings are used WALTONES give satisfaction



THE INLAND WALTON ENGRAVING GO.
120-130 SHERMAN ST.
CHICAGO

Is made in the right way. By the right kind of men. In the right kind of shop. Works better and lasts longer than others.

See our advertisement in the March number how to secure a CASH PRIZE for what you know in regard to combinations that can be made with NUMBERING MACHINES.

WETTER NUMBERING MACHINE CO., 331-341 Classon Avenue, Brooklyn, N. Y., U. S. A.

MR. SAMUEL INSULL, SR., Sp. Rep., 34 Queen Street (Cannon Street), Cheapside, E. C., London, England



MODEL 125

Five-wheel machine to automatically number from 1 to 99999

12356

## EMBOSSING PAR EXCELLENCE

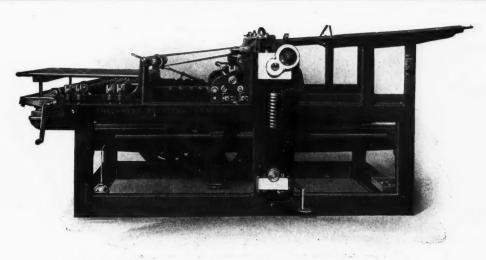
Mr. Printer, - Should you have the opportunity to come across some unusual, attractively printed and embossed catalogue cover, please trace it to its origin. You will find that we are the makers - if not, send it to us and we will improve on it.

We do designing, furnish catchy ideas, which put the finishing touch to your customers' advertising literature.

We also make a specialty of advertising novelties, such as trade-marks, in statuette and bas-relief form in our composition material.

Your correspondence is earnestly solicited. Prices quoted and samples submitted upon request.

CHICAGO EMBOSSING COMPANY, 146 N. Union St., Chicago, U. S. A.



#### THE SWINK TWO-REVOLUTION PRINTING PRESS

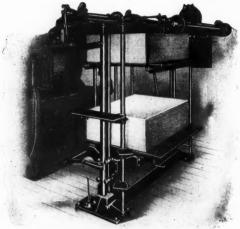
The Swink possesses such degree of merit as to excite the admiration of its users. We have them in large offices in large cities. We are receiving duplicate orders. It is beautifully designed, splendidly constructed, exceptionally strong and moderate in price. Guaranteed speed, 1,800 per hour. Built in one size, 27 x 40.

We will be pleased to give detailed information upon request.

#### THE SWINK PRINTING PRESS COMPANY

Factory and General Office, DELPHOS, OHIO

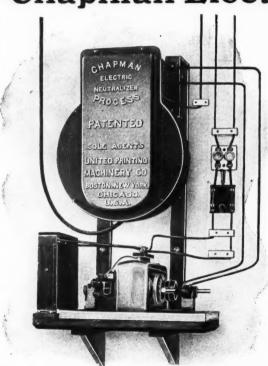
## U. P. M. Automatic Continuous Pile Feeder—



Simple
Positive
Reliable

We will demonstrate to you in your own pressroom that this feeder accomplishes all that we claim for it.

## Chapman Electric Neutralizer



A guaranteed cure for pressroom troubles from Static Electricity.

Offset eliminated.

Jogging easily accomplished.

Paper does not stick to the pile, catch on the guides or cling to the fly.

LET US MAIL YOU A PARTIAL LIST OF OUR EQUIPMENTS.

## United Printing Machinery Company 246 Summer Street, BOSTON 12-14 Spruce Street, NEW YORK

- WESTERN AGENT

WILLIAMS LLOYD MACHINERY CO., 124-128 Federal Street, CHICAGO

## FALSE ALARM

The following has appeared in several publications:

## The Truth

We do not copy; we originate, and for a hundred years have been the pioneers in printing machinery.

#### WARNING

A S is well known throughout the newspaper world, we recently brought out a Stereotype Rotary Press of such novel construction and superior advantages that it at approval of newspaper publishers. This press is now in use in a large number of important offices throughout the country, including the New York World, the New York Journal of Commerce, the Toronto World, the Milwakee Daily News, the Richmond Times-Despatch, the Vancouver Province, etc. A close imitation of this machine is now being advertised by R. Hoe & Co., New York. Our machine is fully protected by United States Patent No. \$14,510, issued March 6, 1906, and by other patents belonging to us, and in order that no one may be unwittingly misled,

#### We Hereby Give Public Notice

That any party purchasing and using this or any other imitation of our press would at once become liable to prosecution as an infringer.

Having given this full and timely warning, we shall protect our rights.

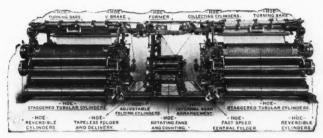
DUPLEX PRINTING PRESS CO

Battle Creek, Mich., June 24, 1910.

## The Truth

We make all styles of presses, to suit all kinds of pressrooms.

Strip any press of Hoe Mechanism and Appliances and see what is left.



#### PATENTED CENTRAL FOLDER QUADRUPLE PRESS

Capacity, 40,000 16-page Papers per Hour ONE OF THE HUNDRED DIFFERENT STYLES WE MANUFACTURE

The press illustrated above was made by us for the *Albany Journal*, and similar machines are running in many other offices.

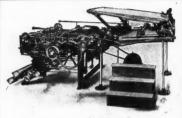
Note equal runs of webs and facility for passing from one side of the machine to the other.

We are advised by our attorneys that our press does not in any way infringe upon any rights of the Duplex Company under the patent referred to. Therefore, we are prepared to accept full legal responsibility for all machines sold by us, and we will protect our customers and give them the fullest indemnity against any suits for infringement which may be brought against them.

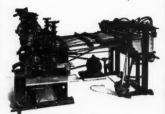
#### R. HOE & CO., 504-520 Grand St., NEW YORK, N. Y.

141

7 Water Street Boston, Mass. 143 Dearborn Street Chicago, Ill. 160 St. James Street Montreal, Can. 109-112 Borough Road London, S. E., Eng. 8 Rue de Chateaudun Paris, France



Quadruple Folder and Gross Feeder



Offset Press with Dexter Feeder



Double Sixteen Folder and Dexter Feeder

## Strength in Numbers

Two months previous to the date of this Inland Printer there were 1958 of our Feeders, Folders and Cutters in use in the offices of successful and progressive printers in Chicago, New York, Boston and Philadelphia. All of these machines have been doing profit-making work all the time since they were installed. In many cases one machine led to the purchase of another; a successful Feeder prompted the purchase of a Folder, and that led to a Cutter; then there came duplicate orders. Proved merit in daily operation has sold many of these machines. The salesman's work is halved as soon as one of the Dexter Trio gets fairly at work. After that, the capacity of the office is the only limit to re-orders. They are not only good machines, from a mechanical point of view - they are profit-makers. And we see to it that they continue to be profit-makers. We lose sight of none of the machines we make and install. We follow them with the best service ever given by any machine builder. We sell this service with every machine, and it is yours at any time for the asking. They must make good, and they do make good. They are the best possible at the start, and we make sure that they prove in their operation up to 100 per cent of possible efficiency.

We will be glad to figure this all out with you if you will let us know when it will be convenient for you to take up the question of efficiency, which means profit

## Dexter Folder Co.

Chicago, New York, Boston, Buffalo, San Francisco, Atlanta, Philadelphia, London, Paris, Cape Town, Buenos Aires, Melbourne



Our New Jobbing Folder No. 190

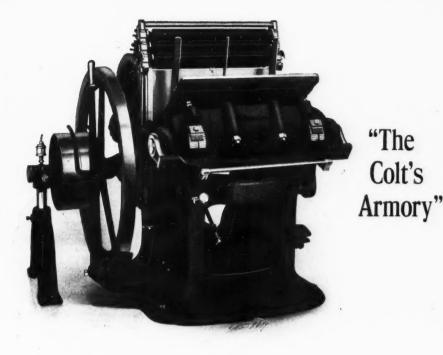


Dexter Cutters



Sheet-feed Rotary Press with Cross Feeder

In This **Press** 



The platen makes a square slide to and from the bed, free from the controlling device.

The impingement of the sheet upon the form is exceedingly accurate. The platen, during the feeding period, is caused to move and reverse very slowly and smoothly.

The laying-on and removal of sheets is thus facilitated and close registry ensues.

The revolving main ink-cylinder reciprocates, thereby imparting cross-line, or rubbing, distribution to all of the composition rollers.

The form-inking carriage is driven from rest to full speed, and vice versa, by a precise accelerating action.

The crank-pins and shafts are pressed "home" under a definite, measured load.

The cylindrical surfaces are ground on "live" centers and all bearings are reamed to exact gauge dimensions.

The aggregate of accuracy, rigidity and strength is such that the make-ready is largely automatic and the impression will continue sharp indefinitely.

The nub of it all is that, for high-grade printing, this machine, when Manned by a Master Printer, is a Producer of the Highest Speed and Longest Endurance Obtainable.

#### JOHN THOMSON PRESS COMPANY

Printing and Embossing Press Manufacturers

TWO FIFTY-THREE BROADWAY, NEW YORK CITY

FISHER BUILDING, CHICAGO

"The

Colt's

CATALOGUE MAY BE OBTAINED FROM EITHER ADDRESS



OPENS WITH THE FOOT

## The Justrite Oily Waste Can

For Printers, Engineers and Machine Shops

EXAMINED and TESTED by the NATIONAL BOARD OF FIRE UNDERWRITERS, and Listed by their Consulting Engineers.

ADVANTAGES of the JUSTRITE

The Patented Foot Lever opening device is so convenient that it obviates all desire to block the cover open, thereby greatly increasing the efficiency of the JUSTRITE can over all others. This feature appeals to all users of oily waste or

FOR SALE by leading printers' supply houses and hardware dealers, or write us direct for circulars and prices.

THE JUSTRITE MFG. CO., 332 S. Clinton St., CHICAGO

CANADIAN AGENTS | MILLER & RICHARD, Winnipeg and Toronto



Read by British and Colonial Printers the World over.

## British Brinter

Every issue contains information on trade matters by specialists. methods of illustrating. All about New Machinery and Appliances. Trade notes form reliable guides to printers and allied traders. Specimens of jobwork form original designs for "lifting." Reproductions in colors and monochrome showing modern

PUBLISHED BI-MONTHLY.

\$2 per Annum, post free, Specimen Copy sent on receipt of 35 Cents.

RAITHBY, LAWRENCE & CO., Ltd. LEICESTER and LONDON

#### AMBITIOUS PRINTERS

who enjoy good, helpful literature and artistic printing, = can do no better than to read =

## The Caxton Magazine

The Caxton Magazine for one year and your selection of any SIX of these Caxtonesque Brochures,

ALL FOR ONE DOLLAR

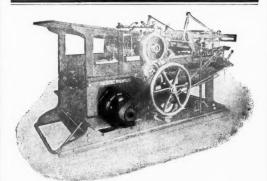
Compensation"—Emerson. "Collectanea"—Kipling.
Poor Richard's Almanack"—Franklin.
Rubaiyat of Omar Khayyam"—Fitzgerald.
Self-Reliance"—Emerson. "Bacon's Essays."
"Everyman." "Essay on Books"—Montaigne.

THE CAXTON SOCIETY, Dept. I,
PITTSFIELD, MASS.

(Sample copies, 10 cents)



#### Equal to a Cost System for Saving Money



You will SAVE MONEY by installing Individual Motor Drive in your plant.

This system cuts down operating expenses. We are experts in this work and build printing-press motors that are highly efficient and reliable.

WRITE FOR OUR PRINTERS' GUIDE

THE TRIUMPH ELECTRIC CO. CINCINNATI, OHIO



## WE WILL BUY

COPIES OF

## Earhart's Color Printer

IN GOOD CONDITION

The Inland Printer Co., 130 Sherman St., Chicago

## Inland Printer Technical School

K

#### MACHINE COMPOSITION DEPARTMENT

No educational feature in connection with the printing trades has surpassed the success which has attended this venture. More than 1,100 graduates.

#### MECHANISM AND FINGERING TAUGHT

and so thoroughly that many experienced operators have taken the course after working with graduates.

The compositor who wants to look in at the money-making end of his trade should send postal for booklet "Machine Composition" and learn all about the course and what students say of it. Manipulation of The Junior Linotype and Thompson Typecaster taught without extra charge.

7

INLAND PRINTER TECHNICAL SCHOOL, 120-130 Sherman St., Chicago

LABOR-SAVING

## Kidder Machinery

MONEY-MAKING

#### SHIPPING RECEIPTS?

What does the inquiry "Please quote on Five Million Shipping Receipts" or "Bill of Lading Forms" mean when you receive one in the morning's mail? A big job, a long run, wanted in a hurry, and from one of your best customers. You say, "Up against it!" Why? Have not got the facilities to handle such work and can not do it cheap enough; again, you could not think of tying up the cylinder presses on such work. "Sorry," you say, "Have to let the job go." The next time such an inquiry reaches you, don't let it go by. Write us, we will show you how to do it profitably and quickly.

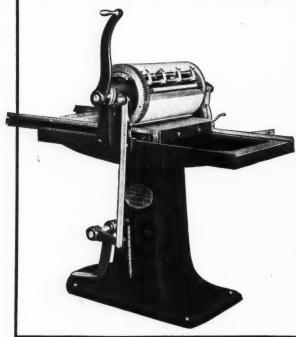
## Kidder Press Co. Main Office Dover, N.H.

CANADA: THE J. L. MORRISON CO. TORONTO NEW YORK OFFICE: 261 BROADWAY

GIBBS-BROWER CO., Agents

GREAT BRITAIN: JOHN HADDON & CO

## The Proof Press with Gripper Feed



THE POTTER PROOF PRESS being equipped with grippers, makes possible the proving of the finest colorwork in absolute register, and in addition to this, takes the very finest possible proof of any class of

takes the very finest possible proof of any class of work, as the grippers hold the sheet taut and absolutely overcome bellying and wrinkling, thus avoiding any slur on the proof.

In the **Potter Proof Press** all the principles of a cylinder press have been applied for hand operation. It not only has the grippers, but also impression trip, continuous register rack, reciprocating bed, etc., making possible the best proofs in a minimum of time.

The **Potter Proof Press** is built in two convenient sizes, namely — 10 x 25" and 16½ x 25".

Catalogues and samples of work done on the machine will be mailed promptly on receipt of request.

Sold by responsible Typefounders and Dealers

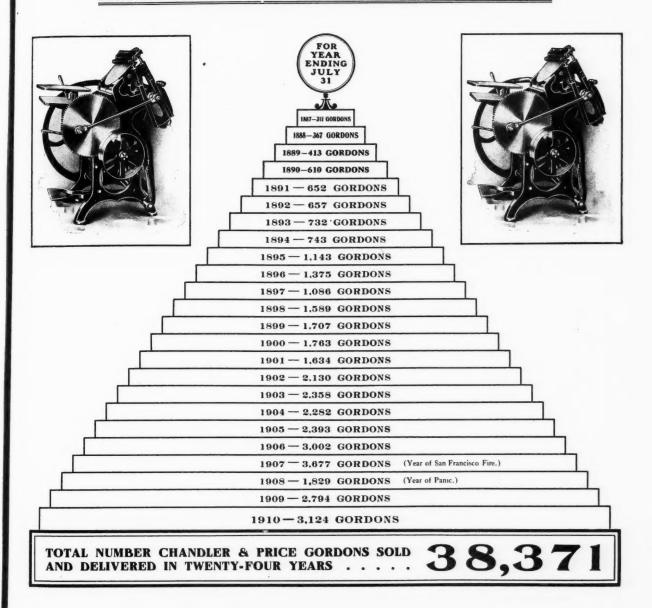
MANUFACTURED BY

A. F. WANNER & CO.

340 - 342 Dearborn Street, Chicago, Ill.

## The Chandler & Price Press Pyramid

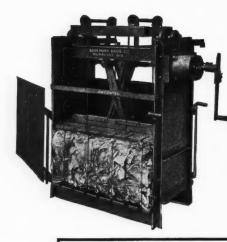
SHOWING ACTUAL SALES AND DELIVERIES OF THIS RENOWNED PRESS FROM DATE OF THE BEGINNING OF BUSINESS UP TO JULY 31, 1910



THINK OF IT! 38,371 CHANDLER & PRICE GORDON PRESSES Made, Sold and Delivered in TWENTY-FOUR YEARS. Such is the result of manufacturing goods of real merit. The Chandler & Price Presses lead!

Ask your dealer for them and accept no substitute.

THE CHANDLER & PRICE CO., Makers, Cleveland, Ohio, U. S. A.



## **FIRE RISK**

DECREASED with our STEEL constructed, fireproof waste-paper baler. Will bale your waste to advantage and bring very best price. Strong, rapid, permanent, obtaining greatest compression with least power. Sanitary conditions improved by keeping premises clean. Little floor space required. Long life of press guaranteed. Will pay for itself in a short time. We build a variety of thirty styles and sizes to meet requirements. Select a Baling Press as you would high-grade machinery and purchase the best.

We also build a rapidly operating LABEL CUTTING PRESS. Write for catalogs.

## LOGEMANN BROTHERS CO.

## **Metal Plate Printing**

An up-to-date text-book, explaining in simple language the process of printing from metal plates in the lithographic manner. Complete in every detail. Every printer who is interested in the offset press should read it.

Price, \$2.00 per copy, post paid.

- DUBLISHED BY

## The National Lithographer

The only lithographic trade paper published in America. Subscription price, \$2 per year.

150 Nassau Street NEW YORK Founded and Edited by H. SNOWDEN WARD, F. R. P. S. Established January, 1894.



Deals only with the Illustration side of Printing, but deals with that side thoroughly. Post free, \$2 per annum.

MESSRS. SPON & CHAMBERLAIN, 123 Liberty Street, NEW YORK

## A GREAT BOOK

WRITTEN FOR PRINTERS BY A PRINTER

# BUILDING & ADVERTISING A PRINTING BUSINESS

BY H. H. STALKER

In plain, simple, forceful English. Of value not only for what it says, but because of what it will develop in your thinkery—the ideas it will suggest—the stimulus and inspiration it will afford. No one can read it without thinking hard—without loving his business better—conducting it better—gaining a clearer conception of the

essentials of success. Contains several pages of ads. for printers, text and illustrations. Worth \$10 to any printer—the price is \$1, postpaid.

SEND FOR THIS BOOK TO-DAY. FOR SALE ONLY BY

#### THE INLAND PRINTER COMPANY

120-130 SHERMAN STREET

CHICAGO, ILLINOIS

## Latest

Balance Feature
Platen Dwell
Clutch Drive
Motor Attachment

(Unexcelled)

# "Prouty

Obtainable through any Reliable Dealer.

MANUFACTURED ONLY BY

Boston Printing Press & Machinery Co.

OFFICE AND FACTORY
EAST BRIDGEWATER, MASS.



## James White Paper Co.



#### COVER AND BOOK PAPERS

210 MONROE STREET - - - CHICAGO

#### BOOK, CATALOGUE AND TARIFF

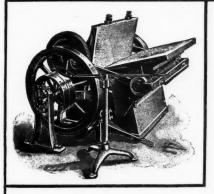
## MONOTYPE

COMPOSITION AND MAKE-UP

We have unexcelled facilities for the prompt handling of intricate composition on large catalogue and book work of every description and can deliver pages ready for press or locked for foundry. Specimen sheet on request. Quality and service guaranteed at a reasonable price.

#### WALDEN TYPESETTING CO

65 PLYMOUTH PLACE CHICAGO PHONE HARRISON 4530



# Gally "Universal" Cutter and Creaser

Built in Five Sizes - From 20 x 30 in. to 30 x 44 in.

For cutting and creasing the M. Gally "Universal" has stood the test for many years, is known and recognized everywhere as the one **reliable** and **dependable**.

Unequaled in power and strength, simple in construction, and built for service. Adapted for either stamping or paper-box cutting. Is so constructed as to insure economical maintenance and operation, therefore must necessarily be a satisfactory press.

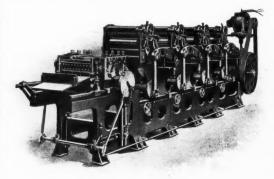
Hundreds are in daily use in all sections of the country.

Present operators regard the "Universal" as highly satisfactory and use no other. When adding new equipment or replacing, use the "Universal."

SUPPOSE YOU ASK FOR OUR ILLUSTRATED CATALOGUE. THERE ARE MANY OTHER MACHINES MENTIONED THAT WILL LIKELY INTEREST YOU

THE NATIONAL MACHINE COMPANY HARTFORD, CONN.

## THE PRESS THAT GETS THE JOB



### The CASIMIR Printing-Press

with its immense output defying ordinary competition, is a veritable magnet which draws large orders of printing to it. This press operates at the rate of from 6,000 to 8,000 impressions per hour, in as many colors as are desired, on either or both sides of the sheet, and not only does the printing, but all of the various operations necessary, such as numbering, collating, perforating, slitting, scoring, gumming, folding, rewinding, shearing, etc., which is a performance never heretofore accomplished. **The Casimir Press** in fact takes the paper from the roll and delivers the finished product. The fastest and most economical printing-press in the world.

A few of the many advantages of the CASIMIR Printing-Press are:

PERFECT DISTRIBUTION OF INK, flat plates or type (not curved plates).

PERFECT REGISTER up to 8,000 impressions per hour.

PULL TON THE UNIT SYSTEM making possible the addition of extra sect

BUILT ON THE UNIT SYSTEM, making possible the addition of extra sections or attachments at any time.

Adaptable to most any class of work; built in three sizes,  $7 \times 14$ ,  $9 \times 18$ ,  $12 \times 21$ , to fit all requirements; rigid and substantial construction; insures an unyielding impression and long life. Send to-day for catalogue and further details. If samples of work are sent, quotations will be made promptly.

CASIMIR VON PHILP COMPANY, BETHLEHEM, PA., Manufacturers.

Sole Selling Agents West of and Including Cincinnati:

A. F. WANNER & CO. 340-342 Dearborn St., Chicago, Ill.

Sole Selling Agents East of Cincinnati:

ANDREWS & MARSH MFG. CO. 540 Pearl St., New York

### Wake Up, Ye Printers! ARE YOU GETTING ANY OF THIS CUT-OUT MONEY?

WHY LET THE LITHOGRAPHERS GET IT ALL—WHEN YOU NEED BE NO ARTIST OR HAVE ANY SPECIAL MACHINERY—EXCEPT A "MULTIFORM"—TO GET YOUR SHARE



A FEW SPECIMENS OF LETTERPRESS AND LITHOGRAPH CUT-OUTS

#### THE "MULTIFORM" RULE-BENDING AND CUTTING MACHINES

( Patented August 26, 1902. Other patents applied for )

FOR PRINTERS, LITHOGRAPHERS, BOXMAKERS AND NOVELTY MANUFACTURERS

Die-making for the Trade.

J. A. RICHARDS CO., Albion, Michigan, U. S. A.

## The Vandercook Proof Presses

#### This is a partial list of users of the Vandercook Press in the city of Chicago alone

Aome Electrotype Co. H. G. Adair. American Lumberman. Atwell Printing Co. Atlas Printing Co. S. Th. Almberg.

Barnard & Miller. Blakely Printing Co. Roy M. Barcal. C. W. Braithwaite.

Cozzens & Beaton.
Clark & Ash.
S. D. Childs & Co.
Chicago Typesetting Co.
Central Typesetting Co.
Corbit Railway Printing Co.
W. B. Conkey Co.

Drovers' Journal. Excelsior Printing Co.

Faulkner & Ryan. Faithorn Printing Co. Gunthorp-Warren Printing Co.

Geo. Hornstein Co. Hedstrom-Barry Co. Hillison & Etten Co. Hack & Anderson. W. F. Hall Printing Co. W. J. Hartman Co.

International Harvester Co. Wm. Johnston Printing Co.

Kirchner, Meckel & Co. Kenfield-Leach Co. Fred Klein Co. D. F. Keller & Go.

Lord & Thomas. Lehne & Bergstrand.

Mahin Advertising Co. Mathews Typesetting Co.

Peterson Linotype Co. F. M. Preucil Printing Co.

Toby Rubovits. Regan Printing Co. Review Printing Co. Rogers & Hall.

Sears, Roebuck & Co. Henry O. Shepard Co. System Co. Stevens, Maloney & Co. Stromberg-Allen Co. Sullivan & Blakeley.

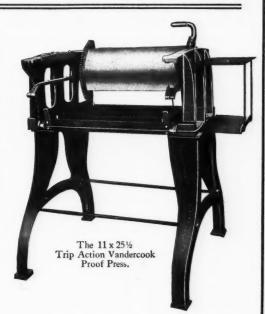
University of Chicago.

Western Newspaper Union. Jas. Watson & Co. Winship Co. Walden Typesetting Co.

No machines for printers' use have sold as rapidly or have more hearty commendations than the Vandercook Presses.

The simplicity and scientific principles of construction have appealed to the best printers everywhere.

The Vandercook Presses were the result of a long series of careful experiments.



The bed and form on all Vandercook Presses remain sta-

This general principle of construction—to let the work remain stationary and move only the lightest parts of a machine -is now being adopted in construction of machine tools of every description.

It has been found that wherever this principle of construction is possible the result is always better, faster and more accurate work.

Although the first press was sold in May, 1909, its merit is now attested to by hundreds of users.

The Vandercook Presses are now built in sizes and models to meet all requirements of the composing-room.

#### STOCK SIZES AND PRICES =

							9			N DILLO	AND I MCES
11 x 17	Trip	Action	High	Side	-Arm	-	-	-	-	\$140.00	12 x 25 Roller Press \$100.00
$12 \times 18$		66	44	46	66	-	-	-	-	150.00	With Grippers and Trip 115.00
11 x 25½	46	**	"	**	66	-				170.00	25 x 25 Roller Press \$150.00
12 x 25 1/2	"	"	"	0.6	44	-	-	w	-	180.00	With Grippers and Trip 175.00
17 x 25 ½	"	"	**	"	**		-	-	-	200.00	With Grippers, Trip and Automatic Inking 275.00
12 x 18	Low	Side-A	rm .			-	_	-	-	\$160.00	The 11 x 17, 11 x 25 1/2, 12 x 18 and the 12 x 25 1/2 high side-
17 × 2516	6.6	66 6	6		_			_	_	250.00	arm presses can be furnished without trip for \$10.00 less

Special presses with automatic inking and sheet-feed attachment built to order.

Let us know your proofing needs and we will furnish you a machine best suited to your work.

### THE VANDERCOOK PRESS 559-563 WEST LAKE STREET CHICAGO . . . ILLINOIS

559-563 WEST LAKE STREET



As to the value of other things, most men differ. Concerning the

## **Anderson Bundling Press**

all have the same opinion.

The high pressure produced and the ease of obtaining it, is ONE reason why so many ANDERSON BUNDLING PRESSES are used. Many binderies have from two to twelve.

= Write for List of Users in your locality =

C. F. ANDERSON & CO. 394-398 Clark St., CHICAGO



Combines the three great essentials to the publisher: -SIMPLICITY-DURABILITY. 9 Experts address with our machines 8,556 papers in one hour.

¶ SO SIMPLE a month's practice will enable ANY operator to address 3,000 an hour. ¶ Manufactured in inch and half inch sizes from two to five inches.

For further information, address = Rev. ROBERT DICK ESTATE - 139 W. Tupper St., Buffalo, N. Y.

The BEST and LARGEST GERMAN TRADE JOURNAL for the PRINTING TRADES on the EUROPEAN CONTINENT

#### Deutscher Buch- und Steindrucker **PUBLICATION**

Devoted to the interests of Printers, Lithographers and kindred trades, with many artistic supplements. ¶ Yearly Subscription for Foreign Countries, 14s. 9d.—post free. Sample Copy, 1s.

#### Deutscher Buch- und Steindrucker

ERNST MORGENSTERN

19 DENNEWITZ-STRASSE - - - BERLIN, W. 57, GERMANY

### A Business Built on a Business Card We have built a substantial business

out of our Peerless Patent Book Form Card—the most widely advertised card and the most universally esteemed business card manufactured. Wherever American periodicals go,



#### Peerless Patent Book Form Cards

are known. The significant fact of this great business is that repeat orders alone have made this wide-spread publicity possible—that repeat orders are responsible for the profitable business built on this business card. Let every Printer ponder: Is an article that will bring repeat orders without cost because of its unexcelled merit worth anything to you in your business? If you investigate you will buy. It is worth your while to write to-day for a sample, detach the cards one by one, marvel at their absolutely smooth edges, put them in stock and make your customers repeaters. Let the cards prove it. Write to-day.

#### THE JOHN B. WIGGINS COMPANY

Die Embossers

Plate Printers 7 and 9 E. Adams Street, Chicago



## Kimble Motors

Give any speed desired

## Equip Your Entire Printing Establishment With

Friction Drive Printing Press Motors, Single Phase, Sizes, ¼, 1/3, 1/2 H. P.

Belt Drive Printing Press Motors, Single Phase, Sizes, ¾, 1, 1½ H. P.

These Motors are reversible and have variable speed controlled entirely by the foot pedal.

Write for bulletin and prices on Kimble Polyphase Constant and Variable Speed Motors, sizes, 1/4 to 71/2 H. P.

Suitable for Cylinder Presses, Cutters, Folders, Linotype Machines, etc.

Send for Catalogue P and tell us the make and sizes of your presses and get our prices.

#### KIMBLE ELECTRIC COMPANY

1121-1123 Washington Boulevard - - CHICAGO

## Victoria Presses

give a perfect Ink Distribution equal to the Cylinder Press.

IMPROVEMENTS not embodied in any other make:

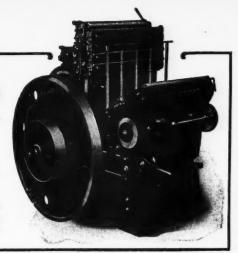
Double Inking Gear. Roller Carriage Movement without Cam. Roller Separating Device.

Adjustable Bearers. Friction Clutch Drive. Automatic Hand Safety Guard.

and many other decided advantages.

Victoria Platen Press Manufacturing Company FRANK NOSSEL . . . . . . . . . . . . 38 Park Row, NEW YORK

SPECIAL MACHINERY AND APPLIANCES FOR THE TRADE



#### The Best Special Works for Lithographers, Etc.

ALBUM LITHO - 26 parts in stock, 20 plates in black and color, \$1.30 each part.

\$1.30 each part.

AMERICAN COMMERCIAL SPECIMENS—three series, 24 plates in color, \$3.50 each series.

TREASURE OF GRAPHIC ARTS-24 folio plates in color, \$4.50. TREASURE OF LABELS - the newest of labels - 15 plates in color, \$4.50.
\$3.00.

"FIGURE STUDIES"—by Ferd Wust—second series, 24 plates, \$3.00. AND THE

#### FREIE KÜNSTE

-SEMI-MONTHLY PUBLICATION-

This Journal is the best Technical Book for Printers, Lithographers and all Kindred Trades. Artistic supplements. Yearly subscription, \$3.00, post free; sample copy, 25 cents.

PUBLISHED BY JOSEF HEIM - - Vienna VI./i Austria

### The American Pressman

A MONTHLY TECHNICAL TRADE JOURNAL WITH 20,000 SUBSCRIBERS

Best medium for direct communication with the user and purchaser of Pressroom Machinery and Materials

ONE DOLLAR PER YEAR

Second National Bank Building, CINCINNATI, OHIO

#### THE NEW STATIONERS'

NOT A NEWSPAPER

Devoted exclusively to promoting the selling end of the retail stationery business

## Inland Stationer

120-130 SHERMAN STREET, CHICAGO

Edited and managed by the same efficient corps of men who control *The Inland Printer*, aided by some of the best and most practical stationers in the country.

#### DEPARTMENTS:

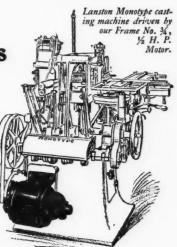
Window Dressing Shelf and Counter Display Salesmanship Lettering for Stationers Stationers' Advertising Stationery Store Management

EIGHTY PAGES. FULLY ILLUSTRATED

Subscription Rate . . \$1.50 per year Send for sample copy, 15 cents

**Power Problems** 

Our Engineering Department has solved many power problems similar to yours. It can solve yours. Write us for free advice. Our policy of specialization has made the ::



### Robbins & Myers STANDARD Motors

(Direct Current, All Purposes, 1/30 to 15 H. P.)

far superior to any other small motor on the market. We have a supply of an appendix of all types for printing shops on hand all the time at our factory and at the branch offices ready for immediate shipment. Write us your needs. If we haven't the right motor in stock we will make it for you.

THE ROBBINS & MYERS CO., 1325-1425 Lagonda Avenue, Springfield, Ohio.

Branches in NEW YORK, 145 Chambers Street; PHILADELPHIA, 1109 Arch Street; CHICAGO, 501-515 W. Jackson Boulevard; BOSTON, 176 Federal Street; CLEVELAND, 1408 West Third Street, N. W.; NEW ORLEANS, 312 Carondelet Street; ST. LOUIS, Locust and 11th Streets; KANSAS CITY, 930 Wyandotte Street.

## **BOOKS AND UTILITIES**

BOOKBINDING	MACHINE COMPOSITION
BOOKBINDING - Paul N. Hasluck\$0.54	A POCKET COMPANION FOR LINOTYPE OPERATORS AND MACHINISTS - S.
BOOKBINDING AND THE CARE OF BOOKS — Douglas Cockerell 1.35	Sandison
BOOKBINDING FOR AMATEURS — W. J. E. Crane	CORRECT KEYBOARD FINGERING — John S. Thompson
MANUAL OF THE ART OF BOOKBINDING — J. B. Nicholson	ECLIPSE LINOTYPE KEYBOARD, express prepaid
	HISTORY OF COMPOSING MACHINES — John S. Thompson 2.00
COMPOSING-ROOM	THALER LINOTYPE KEYBOARD, by express at expense of purchaser 4.00
Concerning Type —A. S. Carnell\$ .50	THE MECHANISM OF THE LINOTYPE - John S. Thompson 2.00
CORRECT COMPOSITION — Theodore Low De Vinne 2.10	
DESIGN AND COLOR IN PRINTING — F. J. Trezise	MISCELLANEOUS
IMPRESSIONS OF MODERN TYPE DESIGNS	A TREATISE ON PHOTOGRAVURE — Herbert Deniston
MODERN BOOK COMPOSITION — Theodore Low De Vinne 2.10	BUILDING AND ADVERTISING A PRINTING BUSINESS — H. H. Stalker 1.00
PLAIN PRINTING TYPES — Theodore Low De Vinne 2.10	THE BUILDING OF A BOOK — Frederick H. Hitchcock 2.20
THE PRACTICAL PRINTER — H. G. Bishop.         1.00           PRINTING — Charles Thomas Jacobi         2.60	EIGHT-HOUR-DAY WAGE SCALE - Arthur Duff 3.00
PRINTING — CHARLES THOMAS JACOBI PRINTING AND WRITING MATERIALS — Adèle Millicent Smith	THE GRAPHIC ARTS AND CRAFTS YEAR-BOOK (foreign postage 80c extra) 5.00
Specimen Rooks:	INKS, THEIR COMPOSITION AND MANUFACTURE — C. Ainsworth Mitchell and T. C. Hepworth
Bill-heads	MANUFACTURE OF INK — Sigmund Lehner
Envelope Corner-cards	MANUFACTURE OF PAPER R. W. Sindall
Professional Cards and Tickets	METAL-PLATE PRINTING
Programs and Menus	МЕТАLLOGRAPHY — Chas. Hawap 1.35
TITLE-PAGES — Theodore Low De Vinne	MILLER'S GUIDE - John T. Miller 1.00
VEST-POCKET MANUAL OF PRINTING	OIL COLORS AND PRINTING INES - L. E. Andes 2.60
DRAWING AND ILLUSTRATION	PRACTICAL PAPERMAKING — George Clapperton
A HANDBOOK OF ORNAMENT — Franz Sales Meyer\$3.75	PRINTER'S HANDBOOK OF TRADE RECIPES — Charles Thomas Jacobi 1.85 SECRETS OF THE MAIL-ORDER TRADE
A HANDBOOK OF PLANT FORM	WRITING FOR THE PRESS — Robert Luce
ALPHABETS - A HANDBOOK OF LETTERING -Edward F. Strange 1.60	
ALPHABETS OLD AND NEW - Lewis F. Day 1.35	NEWSPAPER WORK
DECORATIVE DESIGNS — Paul N. Hasluck	ESTABLISHING A NEWSPAPER — O. F. Byxbee\$ .50
DRAWING FOR REPRODUCTION — Charles G. Harper 2.35	GAINING A CIRCULATION — Charles M. Krebs
HUMAN FIGURE — J. H. Vanderpoel.       2.00         LESSONS ON ART — J. D. Harding.       1.10	PRACTICAL JOURNALISM — Edwin L. Shuman
LESSONS ON ART — 3. D. Harding	WRITING FOR THE PRESS - Luce; cloth, \$1.10; paper
Lessons on Form — A. Blunck	DE EGGWODY.
LETTERS AND LETTERING — Frank Chouteau Brown 2.10	PRESSWORK
LETTERING FOR PRINTERS AND DESIGNERS — Thomas Wood Stevens 1.00	A CONCISE MANUAL OF PLATEN PRESSWORK — F. W. Thomas\$ .25 COLOR PRINTER — John F. Earhart.
LINE AND FORM — Walter Crane.         2.10           THE PRINCIPLES OF DESIGN — E. A. Batchelder.         3.00	Modern Presswork — Fred W. Gage
THEORY AND PRACTICE OF DESIGN - Frank G. Jackson 2.60	NEW OVERLAY KNIFE, WITH EXTRA BLADE
	Extra Blades for same, each
ELECTROTYPING AND STEREOTYPING  ELECTROTYPING — C. S. Partridge\$2.00	OVERLAY KNIFE
Partridge's Reference Handbook of Electrotyping and Stereotyp-	PRACTICAL GUIDE TO EMBOSSING AND DIE STAMPING
ING — C. S. Partridge	THE HARMONIZER — John F. Earhart
STEREOTYPING — C. S. Partridge 2.00	TYMPAN GAUGE SQUARE
ESTIMATING AND ACCOUNTING	PROCESS ENGRAVING
A MONEY-MAKING SYSTEM FOR THE EMPLOYING PRINTER - Eden B.	LINE PHOTOENGRAVING — Wm. Gamble\$3.00
Stuart\$1.00	Penrose's Process Year-book
CAMPSIE'S POCKET ESTIMATE BOOK — John W. Campsie	PHOTOENGRAVING - H. Jenkins; revised and enlarged by N. S. Amstutz 3.00
ers, 50 pages, flexible binding, \$1; 100 pages, half roan, cloth sides,	PHOTOENGRAVING — Carl Schraubstadter, Jr 3.00
\$2, and \$1 extra for each additional 100 pages.	PHOTO-MECHANICAL PROCESSES — W. T. Wilkinson 2.10
COST OF PRINTING — F. W. Baltes\$1.50 EMPLOYING PRINTER'S PRICE-LIST — David Ramaley	PHOTO-TRICHROMATIC PRINTING — C. G. Zander
Fundamental Principles of Ascertaining Cost — J. Cliff Dando10.00	REDUCING GLASSES
HINTS FOR YOUNG PRINTERS UNDER EIGHTY - W. A. Willard50	THREE-COLOR PHOTOGRAPHY — Arthur Freiherrn von Hubl
How to Make Money in the Printing Business - Paul Nathan 3.20	
NICHOL'S PERFECT ORDER AND RECORD BOOK, by express at expense of	PROOFREADING
purchaser	BIGELOW'S HANDBOOK OF PUNCTUATION — Marshall T. Bigelow\$.55 CULINARY FRENCH
expense of purchaser 3.00	ENGLISH COMPOUND WORDS AND PHRASES —F. Horace Teall
Printers' Account Book, 200 pages, by express at expense of pur- chaser, \$3.50; 400 pages, by express at expense of purchaser 5.00	GRAMMAR WITHOUT A MASTER — William Cobbett
PRIXTER'S INSURANCE PROTECTIVE INVENTORY SYSTEM — Brown10.00	The Ortheopist, Alfred Ayres 1.35
STARTING A PRINTING-OFFICE - R. C. Mallette 1.60	Webster Dictionary (Vest-pocket)
LITHOGRAPHY	PENS AND TYPES — Benjamin Drew
ALBUM LITHOGRAPHIQUZ (specimens)\$1.50	PROOFREADING AND PUNCTUATION — Adèle Millicent Smith
HANDBOOK OF LITHOGRAPHY — David Cumming	STYLEBOOK OF THE CHICAGO SOCIETY OF PROOFREADERS
LITHOGRAPHIC SPECIMENS	THE ART OF WRITING ENGLISH - J. M. D. Meiklejohn, M.A 1.60
PHOTO-LITHOGRAPHY — George Fritz	THE VERBALIST — Alfred Ayres
PRACTICAL LITHOGRAPHY — Alfred Seymour	TYPOGRAPHIC STYLEBOOK — W. B. McDermutt
THE GRAMMAR OF LITHOGRAPHY — W. D. Richmond 2.10	WILSON'S TREATISE ON PUNCTUATION - John Wilson 1.10

### Published or For Sale by THE INLAND PRINTER COMPANY

120-130 Sherman St., CHICAGO

1729 Tribune Building, NEW YORK

## Buckeye Cover

#### -is made in these colors:

White Primose Scarlet
India Azure French Gray
Buff Nile Green Light Gray
Brown Dark Green Dark Gray
Black Shell Pink Lavender

#### -and these finishes:

.00 .50 .00

00

35

00

20

00

60

10

35

60

an

85

10

0

Antique Plate Crash

#### -and these weights:

20x25—50, 65, 80 lbs.  $22x28\frac{1}{2}$ —60, 80, 100 lbs.

## —and is stocked by these jobbers:

BALTIMORE Dobler & Mudge.
BOISE CITY Idaho Paper Co.
BUFFALO The Alling & Cory Co.
CHATTANOOGA Archer Paper Co.
CHICAGO James White Paper Co.
The Chatfield & Woods Co.
The Diem & Wing Paper Co.
The Chatfield & Woods Co.
The Diem & Wing Paper Co.
The Whitaker Paper Co.
The Whitaker Paper Co.
The Union Paper & Twine Co.
CLEVELAND The Union Paper & Twine Co.
DAYTON The Keogh & Rike Paper Co.
DES MOINES The Carpenter Paper Co.
DES MOINES The Carpenter Paper Co.
DES MOINES The Carpenter Paper Co.
INDIANAPOLIS The Union Paper & Twine Co.
C. P. Lesh Paper Co.
Graham Paper Co.
Graham Paper Co.
MIDDLETOWN, OHIO MCIellan Paper Co.
MCIellan Paper Co.
MCIellan Paper Co.
The Whitaker Paper Co.
Graham Paper Co.
The Whitaker Paper Co.
MCIELPADA Paper Co.
The Whitaker Paper Co.
The Whit



## THE BECKETT PAPER COMPANY

Makers of Good Paper in HAMILTON, OHIO, since 1848

## Buckeye Cover

Last week a big printer told our advertising manager that he made it a rule never to use a cover-stock costing less than ten cents a pound for fine booklet work.

Being shown an assortment of "Buckeye Covered" Booklets and Catalogues, he admitted that if he had looked in his sample-book more and his price-list less, he could in many cases have turned out better work at a greater profit.

It is as great a mistake to select coverstock by its price alone as to select a printer by his estimate alone.

The main thing is not what you pay, but what you get for the money.

Buckeye Cover is distinctively a cover opportunity for progressive printers who wish to increase the effectiveness of their work without increasing its cost.

Samples and suggestions proving conclusively that Buckeye is the biggest cover value on the market will be sent free by the nearest jobber, or by the mill.

Look for the mark:



## THE BECKETT PAPER COMPANY

Makers of Good Paper in HAMILTON, OHIO, since 1848

Prevents
Humiliation
Peevishness
Nervousness

These afflictions beset the young man who is given some job or display work to set for the first time. It is the same with the journeyman who has had little opportunity to perfect himself at such work; indeed in his case there is an element of hamiliation which tends to unman him.

Those things can be avoided by taking the I. T. U. Course of Instruction in Printing. The student will be taught the principles underlying display typography. He will also have actual work (in type or by sketches, as suits his convenience) of the kind that makes him sweat blood if he happens to have had neither training nor experience.

Then, too, as he travels along the way, the instructors will lend a hand in helping him with his every-day work.

This confidence-giving and informing Course is sold for less than cost, and it is a wonder-worker.

= For information send a postal to

### THE I. T. U. COMMISSION

120 SHERMAN STREET, CHICAGO, ILL.

Sold for less than actual cost—\$23 for spot cash, or \$25 in installments of \$2 down and \$1 a week till paid. Each student who finishes the Course receives a rebate or prize of \$5 from the International Typographical Union.



The Best of Its Kind

> THE ACME Wire Staple

Has served its purpose in prominent printing establishments for many years.

Uses Fine and Coarse Staples.

Binds to 14-inch. Has Automatic Clinching and Anti-clogging De-

Equipped with both Flat and Saddle-back Tables.

Holds 250 Staples at a charge.

Acme Staple Co. LIMITED

112 North Ninth Street CAMDEN, N. J.



## The Peerless



HE most successful printing offices - the ones making the most money - have installed the Peerless System of Individual Motor Drive: their cost systems have shown that good work and good profits both demand it.

ON ANY POWER PROBLEM

Write

THE PEERLESS ELECTRIC CO.

Factory and General Office, WARREN, OHIO

CHICAGO, 226 West Superior St.

New York, 43 West 27th St.

### The Mechanical Chalk **Relief Overlay Process**

The Star Tool Manufacturing Company

17 West Washington St., Springfield, Ohio

<del>\*\*\*\*\*\*\*\*\*\*\*\*\*</del>

is rapidly supplanting all other overlay methods, both hand and mechanical.

As contributory causes may be mentioned:

Ease of production Containing relief on both sides of ground sheet Superior printing results Comparative cost, etc., etc.

Upwards of 12,000 Printing Plants, in all parts of the world, have installed the process

Among whom are -

Scribner Co. Doubleday-Page Co. Phelps Pub. Co Crowell Pub. Co.

The Curtis Pub. Co.

Butterick Pub. Co.

Mc Call Co.
Scribner Co.
Doubledy Page Co.
Comman-Winchell Co.
Co Zeese-Wilkinson Co. De Vinne Press Etc., etc.

For Samples, Information, etc., address

WATZELHAN & SPEYER 183 WILLIAM STREET . . . NEW YORK CITY

#### INDEX TO ADVERTISEMENTS.

PAGE	PAGE	PAGE
AIR BRUSHES.	FOUNTAINS FOR JOB PRESSES.	Cottrell, C. B., & Sons Co
Paasche Air Brush Co 933	Wagner Mfg. Co 930	Swink Printing Press Co 939
AUTOMATIC FEEDERS.	GAUGE-PINS.	Van Allens & Boughton
Dexter Folder Co	Megill, E. L	PRESSES — DIE.
BALERS.	GOLD LEAF, Furman, Jas. H	Carver, C. R., Co 834
Logemann Bros. Co 948	HALF-TONE CLEANERS.	PRESSES — JOB.
Sullivan Machinery Co 935	Johnson, J. Frank	Boston Printing Press & Machinery Co 949 Chandler & Price Co 947
BINDERS' MACHINERY.	INKS.	Peerless Printing Press Co 833
Hickok, W. O., Mfg. Co.         846           Hoole Machine & Engraving Works.         828           Latham Machinery Co.         825	Ault & Wiborg Co. 808 Furman, Jas. H. 929	Thomson, John, Press Co
Latham Machinery Co	Hellmuth, Charles 843	PRESSES — OFFSET.
BLACK AND COLORS FOR INKS.	Tholmann Printing Ink Co 834	Harris Automatic Press Co 805
Cabot, Godfrey L 935	Kast & Ehinger       843         Levey, Fred'k H., Co       847         Queen City Printing Ink Co       828	PRESSES — PROOF.
Williams Bros. & Co	Thalmann Printing Ink Co 834	Shniedewend, Paul, & Co
BLOTTER CUTS. Stiles, Chas. L	Ullman, Sigmund, CoCover	Wanner, A. F., & Co 946
BOOK-FORM CARDS.	INK MILLS.	PRESSES — ROTARY.
Wiggins, John B., Co	Black-Clawson Co	Scott, Walter, & Co 841
BOXBOARDS.	Bissell College of Photoengraving 933	PRESSES — WEB.
United Boxboard Co 842	Illinois College of Photography 933	Goss Printing Press Co
BRONZING MACHINES.	I. T. U. Commission	PRINTERS.
Mayer, Robert, & Co 835	Keyser, E. C., & Co	Shepard, Henry O., CoInsert
BUNDLING PRESSES.	KNIVES — PAPER-CUTTER.	PRINTERS' MACHINERY AND SUPPLIES.
Anderson, C. F., & Co	Coes, Loring, & Co 814	Driscoll & Fletcher 933
CARBON PAPER.  Mittag & Volger	LITHOGRAPHIC SUPPLIES.	PRINTERS' MACHINERY AND TOOLS.
CHEMICALS.	Fuchs & Lang Mfg. Co	Golding Mfg. Co
National Steel & Copper Plate Co 935	MACHINISTS.	PUBLICATIONS.
CLASSIFIED.	B. & A. Machine Works	American Pressman 953
Want Advertisements 929	MAILERS.	American Printer 932 British Printer 944
COLLATING MACHINES.	Dick, Rev. Robt., Estate 952	Caxton Magazine
Juengst, Geo., & Sons 827	Wing, Chauncey 960	Freie Künste 953
COMPOSING-ROOM FURNITURE.	MECHANICAL OVERLAYS.	Inland Stationer
Hamilton Mfg. Co 820	Watzelhan & Speyer	Paper Dealer 934 Process Engravers' Monthly 948
COMPOSING-STICKS.	Chicago Lino-Tabler Co	RAILROADS, ETC.
Star Tool Mfg. Co	METALS.	Chicago & Alton 932
COPPERPLATE ENGRAVING AND PRINTING.	American Steel & Copper Plate Co 935	Detroit & Cleveland Navigation Co 937
Freund, Wm., & Sons	Blatchford, E. W., Co.         935           Merchant & Evans Co.         934	REGISTER HOOKS.
COST ACCOUNTING. School of Costs	National Steel & Copper Plate Co. 935 Star Engravers' Supply Co. 935	Rouse, H. B., & Co
COUNTERS.		ROLLER-MAKING MACHINERY. Rowe, James
Durant, W. N., Co	MONOTYPE COMPOSITION. Walden Typesetting Co	ROLLERS.
CUTTERS PAPER.	MONOTYPE KEYBOARD PAPER.	Bingham's, Sam'l, Son Mfg. Co 839
Dexter Folder Co	Colonial Co	Buckie Printers' Roller Co
Oswego Machine Works	NUMBERING MACHINES.	ROUGHING.
Shniedewend, Paul, & Co 817	Wetter Numbering Machine Co 939	Shepard, Henry O., Co 933
CUTTERS — SHEET.	PAGING AND NUMBERING MACHINES.	RULE SHAPERS.
Beck, Charles, Co	Hoole Machine & Engraving Works 838	Richards, J. A., Co 950
Norwich Film 944	PAPER. Albemarle Paper Mfg. Co	RULING MACHINES.
DRY-PLATES AND FILTERS.	Beckett Paper Co 955	Hickok, W. O., Co
Cramer, G., Dry Plate Co 933	Butler, J. W., Paper Co	SAWS.  Miller Saw-Trimmer Co
ELECTRIC MOTORS, ETC.	Detroit Sulphite Pulp & Paper Co 843 Knowlton Bros 802	SEWING MACHINES.
General Electric Co	Mittineague Paper Co 807	Fuller, E. C., Co 816
Kimble Electric Co.         952           Monitor Sales Dept.         933	Niagara Paper Mills	SHADING FILMS.
Peerless Electric Co	Parsons Trading Co	American Shading Machine Co 935
Sprague Electric Co	Warren, S. D., & Co.         933           West Virginia Pulp & Paper Co.         848	STEEL-DIE ENGRAVING AND EMBOSSING.
Westinghouse Electric & Mfg. Co 937	White, James, Paper Co 949	Freund, Wm., & Sons
ELECTRICITY NEUTRALIZERS.	Woronoco Paper Co 815	TAGS.  Dennison Mfg. Co
United Printing Machinery Co 940	PAPER TESTING. Electrical Testing Laboratories 934	TARCOLIN.
ELECTROTYPERS.	PASTE.	Delete Chemical Co 935
Acme Electrotype Co	Auld, Hampton 933	TYPE-CASE CLEANERS.
Dinse, Page & Co.         846           Globe Engraving & Electrotype Co.         826           Juergens Bros. Co.         847	PERFORATORS — ROTARY.	Feeny-Nossett Mfg. Co 817
	Burton's, A. G., Son	TYPECASTING MACHINES.
EMBOSSING. Chicago Embossing Co	PLATE-MOUNTING SYSTEMS.	Thompson Type Machine Co
ENGRAVERS.	Challenge Machinery Co 824	TYPESETTING MACHINES.
Globe Engraving & Electrotype Co. 826 Inland-Walton Engraving Co. 938	PRESSES — AUTOMATIC.	Gutenberg Machine Co809, 826
Inland-Walton Engraving Co	Auto Falcon & Waite Die Press Co835, 837 Kidder Press Co946	Mergenthaler Linotype CoCover
ENVELOPES.	Meisel Press & Mfg. Co 847	WASTE CANS.  Justrite Mfg. Co
Western States Envelope Co 840	Wanner, A. F., & Co	WIRE LOOPS.
FOLDERS.	National Machine Co	Wire Loop Mfg. Co
Brown Folding Machine Co	PRESSES — CYLINDER.	WIRE STITCHERS.
Dexter Folder Co 942	Babcock Printing Press Mfg. Co 813	Acme Staple Co 957
Maish Mfg. Co 843	Barnhart Bros. & Spindler 813	American Type Founders Co

### TABLE OF CONTENTS-SEPTEMBER, 1910.

PAGE	PAGE	PAGE
Adsetting Contest, Results of 892	Hot Embossing 897	Bichromated Gelatin, Action of Light on 912
Automatic Numberers	Incidents in Foreign Graphic Circles 877	Collotype Not in General Use 912
Automatic Numbering Machine, The 850	Ink Spoiled by Reducing 898	Formic Acid, Danger in 912
Bureau of Engraving and Printing, Washing-	International Cost Congress 853	Minimum Half-tone, Cost of a 913
ton 898	International Typographical Union Conven-	Offset Press, Photoengraving for the 913
	tion 904	Pencil and Pen-and-Ink Drawing 912
Business Notices:	Lino-Tabler System 927	Stockroom for Photoengravers 913
American Type Founders Company's Com-	Making Depreciation a Real Cost 849	Program Title-page Contest 880
petition 926	JOB COMPOSITION 881	Tragemin true page comments
Chicago Embossing Company 927	Keystone Specimen Book 924	PROOFROOM:
Cremain	Language Whims and Fallacies	Division of Words 914
Keystone Specimen Book	Leveling Cuts and Registering Tints 864	Publisher and Subscriber
Lino-Tabler System 927	MACHINE COMPOSITION:	Pure Literature, To Advance
Miller Saw-Trimmer 925	Clutch and Matrices 915	
Pacific Coast Advertising Convention 928	Controlling-lever Adjustments 915	QUESTION BOX:
Swan Coated Book-paper 926	Damage to Matrices 915	Aluminum 923
Vacuo-Bellows Type-case Cleaner 925	Descenders, Broken Faces on 915	Corner-cutting 923
Vandercook Proof Press 925	Keyboard Practice 915	Disputed Measurement 923
	Patents on Composing Machinery 916	Goddess of Justice
Congress, More Printers Needed in 861	Porous Slugs and Distributor 916	Linotype Metal
Contest, New Job-composition 884	Minimum Half-tone, Cost of a 913	Red Lion
CONTRIBUTED ARTICLES:	Newspaper Work	Rush Job, The 852
Automatic Numbering Machine, The 850	Numbering Machines on a Press	School for Pressmen 897
Language Whims and Fallacies 859	Offset Press for Bag-printing 898	"School from Which Real Editors Came"
Leveling Cuts and Registering Tints 864	Offset Press, Photoengraving for the 913	(illustration) 854
Making Depreciation a Real Cost 849	Offset Press, The	Sentiments of the Trade Press 876
Offset Press, The 863	Orro Embosser 897	Specimen Review 885
Rush Job, The 852	Pacific Coast Advertising Convention 928	Square Inch the Basis of Charges for Photo-
Stereotypy, Modern, and the Mechanics of	Persia, Printing-offices in 856	engraving 923
the Newspaper 865	Photoengravers' Strike Benefits Stopped 918	Stereotypy, Modern, and the Mechanics of the
CORRESPONDENCE:	Photoengravers' Costs 921	Newspaper 865
Earhart, Mr., to Mr. Andrews 877	Photo-printing Machine 918	Strike at Battle Creek
COST AND METHOD:	PRESSROOM:	Tolman Job-print Employees' Outing 899
Invitations to Cost Congress 921	Automatic Numberers	TRADE NOTES:
Photoengravers' Costs 921	Badge Printing	Ben Franklin Clubs, Growth of 918
Square Inch the Basis of Charges for	Benzen — Benzin	Bill Nye, Printers' Interest in 918
Photoengraving 923	Hot Embossing 897	Curtiss-Way Company Outing 317
Where the Money Goes 923	"Imposition" for Pressmen 897	McMillan Printing Company, Detroit 918
Cost Education in Comple	Inkmaking, Books on 897	Misleading Ads. Condemned 919
Cost Education in Canada	Ink Spoiled by Reducing 898	Paris Modes 917
Cremain, A New Composition Gold Lear 928	Make-ready from New Zealand 900	Peerless Printing Press Company 917
EDITORIAL NOTES:	Numbering Machines on a Press 898	Peterson & Kimball
Contests in Composition 855	Offset Press for Bag-printing 898	Photoengravers' Strike Benefits Stopped 918
Cost Education in Canada	Orro Embosser 897	Photo-printing Machine
Cost of Doing Business, Knowledge of 856	School for Pressmen 897	Political Disturbance in Kansas Helpful to Printers
Employers' and Employees' Rights 857	Smut-sheeting Machine 899	Printers After the Dead-beat
German Courts and the Printers 855 Harmony and Economy in Industrialism 856	Violet Ink on Yellow Stock 898	Printers and Engravers to Study Foreign
Letter from Country Printer 856	Pressmen's International Convention 902	Methods
Persia, Printing-offices in	Printers' Homes:	Recent Incorporations
Political and Business Corruption 858		Shaver, Dan K 919
Prison-made Goods and Printers 857	E. V. Aten	Spokane Printers' Wayzgoose 917
Publisher and Subscriber858	John Brooks	Strike at Battle Creek 917
University Degrees 855	C. R. Kent. 903	Texas, Convention of Employing Printers
		in 920
Formic Acid, Danger in	John B. Turcot 895	Walanah Bard Bara
Gold-leaf Composition, A New 928	Prison-made Goods and Printers 857	Vandercook Proof Press
"Grandpa's Biggest Catch" (illustration) 901	PROCESS ENGRAVING:	"Wallace Tower, Scotland" (Illustration) 862 "Wind-swept Dunes, The" (illustration) 860
Hertenstein, Mrs. Charles	Answers to Correspondents	Woman's Auxiliary
		3 Augustary

## MEGILL'S PATENT AUTOMATIC REGISTER **GAUGE** \$4.80

#### POOR REGISTER-SPOILED WORK-

Do You Know How Much It Costs You?

It's wonderful what accuracy this little low-priced device gives. It's quickly applied — a little practice enables one to apply it in a minute. And it stays, all parts fixed, yet is adjustable in getting colors in. On any job press at sight.

A money order covering price will bring these Gauges promptly by mail. Such orders will not be referred back. Est. 40 years.

E. L. MEGILL, Inventor and Manufacturer 60 Duane St., NEW YORK, U. S. A.



MEGILL'S DOUBLE-GRIP GAUGE.

Strongest gauge in the world. No pin-points, no glu-ng, no patching. Holds for any weight stock and dijustable by easing nuts. Fastens through a vertical silt quickly cut in top sheet. Saves tympan. \$1.25 set of three, including key and extra tongues.



Megill's Patent SPRING TONGUE GAUGE PIN.

Real thing in a GAUGE PIN. Very handy. \$1.20 per doz., 40c. set of three, including extra tongues.



### "They Are Going Some"

Eight hundred and sixty-nine Wing-Horton Mailers were sold in 1909. They were all sold subject to approval, and not a Mailer was returned. If you are not using a Wing-Horton Mailer, perhaps your Mailing Department is not working to its best possible economy.

Full particulars supplied on request.

CHAUNCEY WING, Manufacturer . . Greenfield, Mass

### CROWN BOND

"COCKLE FINISH"

"LITHO. PLATE FINISH"

Profit papers of superior quality. Moderate price. Will be pleased to mail SAMPLES.

Parker, Thomas & Tucker Paper Co. 76-82 Sherman Street - - - - - Chicago

## Danish Bond is a Business Builder

It builds for the Consumer, because—it makes noteworthy stationery.

It builds for the Printer, because -profits are liberal and orders return.



SOLD BY-

Tileston & Livermore Co., Boston, Mass.
Miller & Wright Paper Co., New York
Wilkinson Bros. & Co., Phila., Pa.
B. Bond Paper Co.
Ballimore, Md., and Washington, D. C.
E. C. Palmer Co., New Orleans, La.
The Central Ohio Paper Co.
Columbus, O.
R. H. Thompson Co., Buffalo, N. Y.
Hudson Valley Paper Co.

Albany, N. Y.
Dwight Bros. Paper Co., Chicago, Ill.
McClellan Paper Co.,
Minneapolis, Minn.
Kansas City Paper House
Kansas City Faper House
Kansas City, Mo.
Carpenter Paper Co., Omaha, Neb,
Barber & Ellis Co., Toronto, Brantford
and Winnipeg, Canada

Carter Rice and Carpenter Paper Co.

O. W. Bradley Paper Co., St. Louis, Mo.
R. M. Myers & Co., Rochester, N. Y.
Pacific Paper Co., Portland, Ore.
Crescent Paper Co., Indianapolis, Ind.
Blake Mofit & Towne
Los Angeles and San Francisco, Cal.
Louisville Paper Co., Louisville, Ky.

MANUFACTURED BY THE

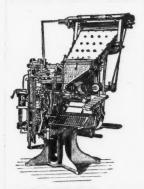
B. D. RISING PAPER COMPANY HOUSATONIC, BERKSHIRE COUNTY, MASSACHUSETTS





# The Linotype Microbe

5 to 36 Point



One Man Runs It

Is a living organism in the brain of every master printer whose plant has grown beyond the job and platen press stage.

And in the brains of 99 out of 100 newspaper publishers who are still setting type by hand, it is as incurable as a cancer, and the result is as inevitable as Death and Taxes.

Eventually—

# THE LINOTYPE

Why not NOW?

To make Type that IS Type for display composition, why not try a

## Nuernberger-Rettig **Typecaster**



#### MERGENTHALER LINOTYPE COMPANY

TRIBUNE BUILDING, NEW YORK

CHICAGO: 521 Wabash Ave.

SAN FRANCISCO: 638-646 Sacramento St.

NEW ORLEANS: 332 Camp St.

MELBOURNE SYDNEY, N. S. W.
WELLINGTON, N. Z.
MEXICO CITY, MEX.

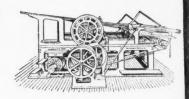
TORONTO — Canadian Linotype, Ltd., 35 Lombard Street STOCKHOLM — Akt.-Bol. Gumaelius & Komp. ST. PETERSBURG — Leopold Heller COPENHAGEN — Lange & Raaschau

BUENOS AIRES—Hoffmann & Stocker RIO JANEIRO—Emile Lambert HAVANA—Francisco Arredondo TOKIO—Teijiro Kurosawa

# The Michle

#### The following is a list of Miehle Presses shipped during the month of

July . . . . 1910



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Manz Engraving Co	3
The Plimpton PressNorwood, Mass, Previously purchased nine Miehles.	2
Wetzel Bros. Printing CoMilwaukee, Wis Previously purchased seven Miehles.	1
Peninsular Engraving Co Detroit, Mich	1
Kinkead-Gillespie Co	1
Sterling Printing Co Brooklyn, N. Y	1
C. A. Woolsey Paint & Color Co Jersey City, N. J	1
G. Freytag	1
Anchor Linotype CoBoston, Mass  Previously purchased one Miehle.	1
A. Oudshoorn	
Franklin Printing Co	
Needleman & SweetwoodNew York city, N. Y.	
The Rees Printing CoOmaha, Neb  Previously purchased four Miehles.	
Cohea-Bramwood CoIndianapolis, Ind	1
McMullin & WoellhafBurlington, Iowa	1
Thomas Bradwell	1
R. R. Donnelley & Sons CoChicago, Ill	3
Previously purchased forty-four Miehles.	
Brown & Bigelow	1
Hershey Chocolate Co	
Mansir Printing Co	1
Regan Printing House	1
	1
The Montreal Herald	1
	1
Chronicle Publishing CoAlexandria, La  Previously purchased one Miehle.	1
Southern Paper Box CoMemphis, Tenn	1
Knickerbocker PressNew Rochelle, N. Y  Previously purchased five Miehles.	1
	4

Druckerei Gutenburg
A. Wohlfeld
The Ætna Press
E. T. Kohanyi
Paulinus Druckerei
The Standard Oil Co
A. D. Weinthrop & Co
Alex. McAliver
Eugene Smith Co
Tuttle, Morehouse & Taylor CoNew Haven, Conn 1 Previously purchased three Miehles.
Yoran Printing House         Eugene, Ore.         1           The Van Rees Press         New York city, N. Y. 2           Edward Keogh Printing Co.         Chicago, Ill.         1
Previously purchased one Miehle. Samuel J. Matherson
Regensteiner Colortype CoChicago, Ill
Previously purchased fourteen Miehles.  The Horn-Shafer Co
Previously purchased one Miehle.
The Ridgewood Ptg. & Pub. CoBrooklyn, N. Y 1 The Blanchard Press
Jones & Kroeger Co
Barber & Co

Shipments for July, 1910, 67 Miehle Presses

For Prices, Terms and Other Particulars, address

### The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS

(South Side Office, 274 Dearborn Street)

CHICAGO, ILL., U.S.A.

New York Office, 38 Park Row. Philadelphia Office, Commonwealth Bldg. Boston Office, 164 Federal Street.

6 Grunewaldstrasse, Steglitz-Berlin, Germany. 179 Rue de Paris, Charenton, Paris.

...



### INDEX TO THE INLAND PRINTER

#### VOLUME XLV.

#### APRIL, 1910, TO SEPTEMBER, 1910.

· A	Business Notices — Continued: PAGE	Correspondence — Continued: PAGE
Accuracy, Typographical	Feeny-Nossett Manufacturing Company 926 Furman, James H 928	Ten Thousand Ems an Hour, How to Set. 555 Up Against the Real Thing. 554
Advertising a Printing Business, Building and	Gilbert, Harris & Co	What Fools These Mortals Be 555 Cost and Method:
Advertising as a Right, Free 275	Hearst Building, New 441	Chicago-Milwaukee Midsummer Frolic 755
Advertising, The Theatrics of 63 Agency Composition, Concerning 61	Hexagon Tool Company	Cost and Method
Air, Let in the 534	Hoole Machine & Engraving Works 437	Cost of Production, Minimizing the529, 692
All Roached Up 405	Kay-Kay Dispeller Company	Dead-stock Invoice, The
Anderson, John, Tribute to	Kent, Perry E	Estimating
Apprentices, Training of	924, 928	Minneapolis, Outing and Presentation at 756
	Knowlton Brothers	Photoengravers' Costs
В	Miller Saw-Trimmer Company 925	tions to the 921
Beer, The Bath of 416	Modern Machine Company	tions to the
Bible a Periodical	National Perforating Machine Company	Texas Filiters Meet
Book Review: American Newspaper Annual and Directory,	Nossel, Frank	Where the Money Goes
The	Oswego Machine Works	Cost of Production, Minimizing the529, 692
Art and Practice of Typography, The606	Oswego Machine Works	Customer, Educating the
Book Review	Regan Printing House	Cylinders, Overpacked
Essentials of Lettering, The 606 Graphic Arts Year-book, 1910 586	Rouse, H. B., & Co	
Graphic Arts Year-book, 1910 586 Jahrbuch fuer das Lithographische Gewerbe,	Seybold Machine Company	D.
1010 605	Smyth, Joseph E	
Journal of American History, The 605	Smyth, Joseph E	Dahly Combined Automatic Perforator and Numbering Machine, The
Metal-plate Printing	Triumph Electric Company 439	Dead-stock Invoice, The
and Diary 606	Ullman, Sigmund, Company 608	Depreciation a Real Cost, Making
Bookbinding: Binding, What Style of? 574	Vandercook Press	Dial, The, Thirtieth Anniversary of
Bookbinder, Be Your Own 575	Wanner, A. F., & Co	
Bookbinding	Wesel, F., Manufacturing Company109, 272, 607	E
Casemaking in the Small Shop 244 Cases, Stamping the 244	West Virginia Pulp & Paper Company 926	T
Edge-gilding 245	Western Embossing Company	Earhart, John F
Fiddling	Williams-Lloyd Machinery Company 769	Editorial:
Finishing, Preparations Used in		Advice, Sound
Hand-tooled Books	C	Apprentices, A Clearing-house for 341 Apprentices, Better, Wanted Everywhere 383
Machine-made Books 80	California, First Printing-press in 543	Business-card Contest 227
Morocco, Genuine 80	Celluloid and Oily or Greasy Surfaces, Print-	Business Courage
Paper, Figuring Small Lots of	ing on	Compensation to Workers 542
Round of a Book, Measuring the 80	Cheer Up; You have a Chance (verse) 573	Congress, Slow Work of
Ruling	Chicago Employing Printers' Association 601 Coffee, Speaking of	Cost Education in Canada 857
Ruling, Register in	Color in Practical Printing, Scientific47,	Decent Treatment of Employees Is Good
Wire for Your Stitcher, The Making of 80 Books, The Most Curious	220, 376, 545, 709 Color-printing and Platemaking, An Advance	Business
Brotherhood of Printers, The	in 700	Earhart, John F
Brotherhood of Printers, The	Colored Inserts: Autumn	Education, Trade
Prize Returns Money 405 Business Notices:	Dordrecht 553	
American Steel & Copper Plate Company 607	Way of the Great Life, The 41	Foreman, The         228           Francis', Mr., Plea for Peace.         227           Gaynor, Mayor, and the Publishers.         383
American Type Founders Company108, 926 Anglo-Canadian Type & Printing Machinery	Work and Growth	Gaynor, Mayor, and the Publishers 383
Anglo-Canachan Type & Printing Machinery Company	Colors, Harmony of	Getting Together 704
Autopress Company	Congress, More Printers Needed in	Licenses for Printers
Boll, P. J	Correspondence:	New York Job, Cost of a 704
Brintnall & Bickford	Ad. Display Fifty Years Ago	Perversion of a Good Quality
	Apprentice and the Foreman, The 553	Pressmen's Home, The
Calkins & Holden 275	Apprenticeship Question, The	Prices, High, and Wages
Casimir von Philp Company	Colors, Definition of Words and	Printer, The Careful 705
Champion Coated Paper Company 275	the 715	Printers' Homes
Chicago Embossing Company	Correspondence65, 233, 393, 553, 715, 877 Earhart, Mr. J. F., on Mr. E. C. Andrews'	Printing Exhibition in England 227
Cleveland Folding Machine Company 608	Comments233, 554	Printing Trades, The Future of the 382
Cottrell, C. B., & Sons Company108, 440	Earhart, Mr., to Mr. Andrews 877	Prison-made Goods and Printers 857 Publisher and Subscriber 858
Cummings Machine Company	Illusion	Responsibility for Errors 56
Damon, George, & Sons	Names We Americans Stand for, Some 65 Printing Superintendent, The 553	Responsibility of Workmen
Eclipse Electrotype & Engraving Company. 275	Spacing and Legibility of Type 65	Sympathetic Strike, The 228

Editorial — Continued: PAGE	Illustrations — Continued: PAGE	Newspaper Work — Continued: PAGE
Widows and Orphans, Maintenance of 55 Workers Wanted	Woman's Auxiliary	Ads. Which Make Good, A Few
Efficiency, Pure Air and 437	Infant Shop, An 724	Advertising, Original Overcoat 92
Electrotyping and Stereotyping: Electrotyping and Stereotyping	International Association of Photoengravers' Convention at Buffalo	Alaska, Newspaper Publishing in 734 Arizona, A Mix-up in
Half-tones, Stereotyping 730	International Association of Photoengravers,	Arizona, A Mix-up in
Matrices into Matrices, Inserting	Convention of	Barr, Albert J., a Hero 568 Battle Creek Journalism, Dean of 894
Matrix Paste, Roller 731	International Cost Congress, Second 853	Biggest Newspaper Ever Published 735
Metal-pot, Capacity of a	International Typographical Union Convention	Blind Publisher with Clear Sight 735 Bookkeeping 571
Elegy Written in a Country Road (verse) 724	It Is Up to Perkins	Cartoonist Selected by Lot to Marry 734 Cash in Advance, Changed to Strictly 571
English, Unwritable		Circulation, Best Plan for Increasing 733
mong tome content	J .	Column-rule, An Unruly 93
F	Job Composition:	Country Publisher Makes Courageous State-
	Business-card Contest, Result of the 256 Contest, A New Job-composition 884	ment 568
Fell, E. Lawrence, More "Time" for 590 Financial Genius, Printer a 372	Job Composition95, 257, 401, 561, 721, 881	Deaths
Food, Treatment of Paper and Cardboard for	Opinion, A Difference of	Editor of History, An
the Preservation of	Tint-blocks, Patent-leather	Field, Rush to Newspaper 411
254, 395, 552, 716, 877	Just as You Make It (verse) 542	Field, Rush to Newspaper         411           Field, The Man in the         410           Frederick, Maryland, New Daily for         410
Fortune, Dictated Into a		Havill, Ora F., Sent to Jail 264
French Obituary Note 719	L	House Organ for a Newspaper
Fresh Air, Concerning 235	Language, Speaking of 575	Louves lien Wissensin Course in 794
	Language Whims and Fallaces60, 213, 379, 690, 859	McDougal, Robert F., Monument to 264 Magazine Section for Newspapers, New 264 Magazine Section for Section 200 Magazine Section for Section 200 Magazine Section 500 Magazine 5
G	Lebanon Daily and Semi-weekly News, Home	
Government, Editor Raps	of the	Michaelis, Walter R., Drowned
Covernment Printing-office, New Emergency	L'Envoi of the Girl on the Magazine Cover	Motto, Another Unique
Room at the 373	(verse)	New Publications93, 265, 414, 573, 738, 895 News Notes 93, 264, 413, 572, 737, 894
	Lino-Tabler, The 75	News Notes 93, 264, 413, 572, 737, 894 News Print-paper, Widths of
н	Linotype in the Newspaper Ad. Room, The. 559 Literature, To Advance Pure	Newspaper Criticisms92, 263, 412, 570, 737, 890
Hand-set Reminiscences	Little Shop, A (verse)	Newspaper Laboratory at Wisconsin Uni-
Hardbuck Story 535		versity
Hobbies for Printers Recommended	M	Newspaper Women, Making
How Perfectly True 400	Machine Composition:	Our Aim - To Publish a Newspaper 570
	Ad. Composition, Speed on	Ownership, Changes of 94, 413, 573, 738, 895 Peculiar Newspaper Deal 264
1	Assembler	Postal Authorities Are Enforcing the Rule. 411
Illusion (verse)	Assembler-slide Adjustment	Press, Troubles of the
Illustrations:	Clutch and Matrices 915	Rate-card, Simple, Requested
Admiral Coughlin and the St. Louis Dele-	Controlling-lever Adjustments	Rate-card, Simple, Requested.         890           Refuse to Be Fired.         264           Reporters, Good, Needed.         410           Scott, Harvey W., Death of.         891
gation	Distributor 74	Scott, Harvey W., Death of
Baseball Team, An All-printer	Distributor Clogs	Sober Thought of Sixty-five Years Ago 736 Southern Hemisphere, Largest Ad. in 890 Special Edition, An Exceptional 411
Book-plates	Elevator Jaws, Sprung 397	Special Edition, An Exceptional 411
Bureau of Engraving and Printing, Building for	Foreign Languages, Demand for Linotype Operators on	Subscription Accounts, Keeping
Currency, Ironing Laundered 691	Instruction on the Linotype 747	Unanimity Not Welcomed
Currency, Packing Laundered 693	Keyboard Practice 915 Knife-winer 298	Walter, Arthur Frazer, Death of 92 Wilkesbarre <i>Times-Leader</i> Banquets Em-
Currency, Packing Laundered 693 Currency, Sizing Laundered 692 Currency Washer, Motor-driven 690	Knife-wiper 398 Leaks, Litharge Stops. 73	ployees 964
Curtiss-Way Company, Employees of the. 917 Easter in Summer Lands	Lino-Tabler, The	Write, How and What to. 91 Numbering Machine, The Automatic 850
Emergency Room, The 373	Linotype Troubles 241	, , , , , , , , , , , , , , , , , , , ,
Engraver's Advertisement, An102, 103 Grievance Committee, The64	Machine Composition73, 241, 397, 557, 745, 915	0
Gursch, Emil, Vignettes from the Type-	Matrices 242	O. K., Origin of 87
foundry of	Matrices, Bent	Offset Press, The
His First Joy-ride 253	Matrices, Damaged	Offset Press, The
International Typographical Union Officers	Matrix Transpositions 241	"Dope-sheets"
and Trustees 904	Mouthpiece, A Remedy for Leaky 398	"Old Bill" Discusses Employers' Rights Under Union Regulation
Living Statuary 720	Mouthpiece, Fitting a	"Old Bill" Takes a Shot at the Front Office. 210
Message from the Sea, A	Newspaper Ads on the Linotype Setting 747	Old Illuminator, The (verse)
Minnehaha Falls         584           Missouri River Pirates         908           New York Bunch at Lake Minnetonka         906	Pantotype, The	Anderson, John O 270
New York Bunch at Lake Minnetonka 906 Norther at Night, A	Pot Mouthpiece Misplaced	Bronson, Samuel M
Old-time Pressman, The 226	Slugs, Ejection of 557	Covert, Jacob 757
On to the Desert Lands	Slugs, High and Low Letters on	Curtis, Eugene T
Our Patient Friends 213	Slugs, Porous, and Distributor 916	Newnes, Sir George 603
Painters' Sunday Camp in West Texas, The Pantotype, The	Slugs, Remelting	Pitkin, Stephen G
Paraffin-coating Machine 239	Spacebands, Imperfectly Repaired 73	Shepard, Levi
Photographic Character Study of Charles B. Wells	Squirts	Shepard, Levi         270           Teschner, Frederick         269           Thornton, Reuben T         271
Processan's Home A 805	Trimming Knives, Adjustment of 747	Thornton, reducit 1
Printers' Homes .104, 105, 106, 212, 243,	Typesetting Machine, A New	P
Printers' Homes .104, 105, 106, 212, 243, 425, 593, 594, 595, 596, 748, 758, 761, 767, 768, 884, 900, 903, 910, 913	Mark Twain (verse)	Deinting This to W. t Thomas to O. 1.
Printers' Marks	Message from the Sea, A (verse)	Painting Trip in West Texas, An Overland 44 Paper and Cardboard for the Preservation of
Printers' Pride, A 699	Miehle Company, Important Change in 266 Montreal Fire, A Story of the	Food, Treatment of
Prominent Citizens         905           Rocky Hillside, A         235	More Frequently (verse)	Asbestos Fireproof Board
Rushing the Season		Binders' Board, New Covering for 236
Salt Lake City, Features of	N	Bottle-covers, Paper
School from Which Real Editors Came,		Coffins, Boxboard 752 Department, Why This? 236
The	Newspaper Assignment Book, Handy 720 Newspaper Reading	Department, Why This?
Test of Civilization, The 54	Newspaper Work:	Drinking-cups, Paraffined Paper 753
Tolman Job-print Employees	Ad., A Prize-winning.       412         Ad. Criticisms       412, 736         Adsetting Contest No. 28, Result of.       88	Estimate for a Folding-box Business 752 Fighting, There Is No Money in 78
Why a Printer Needs a Profit	Ad. setting Contest No. 28, Result of 88 Ad. setting Contest No. 29261, 410, 732	Fire Protection, Cheap
Winter in Jackson Park 531	Ad. Contest No. 29, Result of	Licorice-root Waste for Boxboard 236

6711912440684535571433939 66554294110044224444344244540

Pa	per-box Making — Continued: Notes	759	Pressroom — Continued: Lake Colors	A14	Process Engraving — Continued: Screen, Use of Fixed	PAGE
	Openings for Paper-box Factories	752	Make-ready from New Zealand, A	900	Screens, Care of Half-tone Scum When Using Enamel, To Avoid	102
	Paper-board, Sanitary Uses of	78 237	Metal Printing, Text-books on  Numbering Machines on a Press	248 898	Scum When Using Enamel, To Avoid Silver Wastes, Saving of	739
	Paper-box Making	752	Numberers, Automatic	898	Starting Photoengraving at a Small Out-	
	Paper-box Making Business, Going Into the Peat, Making Boxboard from	430 78	Offset Press for Bag-printing Offset Press for Illustrations	898 750	lay	584
	Pulpwood of Brazil	78	Offset Press, Newspapers Printed on an	81	Steel, Using Enamel on	913
	Roumanian Boxboard SubsidyShort-measure PackagesUnited Boxboard Company, Annual Meet-	78 752	Offset Presses, Metal Plates for	581 247	Iron	109
	United Boxboard Company, Annual Meet-		Paper Manufacture	81	Iron	427
	ing of the	78 430	Paper, Removing Ink from Parchment Diplomas, Printing. Platen Press, Tympan for a	579 415	Wood, Photographing onZinc, Can It Be Etched When Absolutely	105
	Ventilation, Factory Yucca for Boxboard	430	Platen Press, Tympan for a	579	Pure?	584
D	Yucca for Boxboard	78 394	Postals on Tint Background	280	Zinc, Enamel on	235
Pa		891	Post-cards, Photogravure Pressroom81, 247, 414, 579, 750, Print Paper, Wrinkling of	897	Prenunciation	75
Pl	notoengraving, Advance in	731 587	Print Paper, Wrinkling of	415	Proofreaders Possess, A Qualification Which Few	246
Pl	aster, To Cleanatemaking, An Advance in Color-printing	409	Rollers, Hard Summer	750	Proofroom:	
Pl	atemaking, An Advance in Color-printing	700	Rollers, Ink Dried on	247	Aviation Division of Words, On the	914
Po	and	556	Rollers Lifting from the Form	82	Drome	234
	ortraits: Albert, Max	402	Rubber Offset Process, The	386 897	Geographical Names Language Whims and Fallacies60, 213,	743
	Anderson, John	604	Slur Caused by Intermediate Gear	750	379, 690,	859
	Anderson, John Anderson, John O. Backen, Theodore Brister, S. R., Jr. Brock, Walter E.	270	Shurring, To Prevent	899	Number, A Case of Doubt as to Number, A Question of	436
	Brister, S. R., Jr	765	Three-color Print on Blotter	81	Possessive Addrevation, A	234
	Brock, Walter E	401 269	Three-color Processwork Tint-blocks, Celluloid	81 247	Proofroom71, 234, 436, 578, 743,	914
	Bronson, S. M. Bush, Dr. P. D. Callan, M. W. Campbell, D. T.	375	Tint Body	750	Responsibility 234, Start, Onto, Etc. Strange Question, A	578
	Callan, M. W	766 766		414 580	Strange Question, A	234
	Chase, I. F., Jr.	722	Tympan, Celluloid in	579	Words, Beauty in	578
	Clinger, T. Harvey	89	Tympan, Celluloid in Tympan, Sheet Brass for Use in Tympan Tears	81 415	Words, Beauty in Prudential Insurance Company of America, Private Printing-plant of the	576
	Cota. Will J	892 402	Type, Wearing Down	580	Filvate Frinting-plant of the	010
		722	Type, Wearing DownVibration from Press, To Prevent	581 751	0	
		722 575	Pressroom, Efficiency in the	230	Question Box:	
	Earhart, John F	551	Price, Franklin	232	Akrograph	599
	Edmeyer, Michael Ernst. Albert G.	722	Prices, Printers and	372	Aluminum Automatic Feeders and Job Presses600,	749
	Freeburg, Harry	722	Printers and Prices	435	Binders' Cord Machinery Binding-posts	748
	Frommader, E. A	89	Printers and Stampmakers as Innocent Cats- paws for Swindlers	423	Blotters, Color-plates for	600
	Hart. James E	89	paws for Swindlers	77	Book-publishing Houses Bronzing Machines	598
		910 587	Printer's Health, The	53	Calendar Pads	598
	Johnson, L. A	402	Printers' Paradoxes	394 238	Challe Plates for Contempists	598
	Macheth Geo	722		375	Chalk Plates for Cartoonists	748
	Magee, Wm. C	722	Printing Bills, Uncle Sam's New Scheme for	000	Cuts	600
	Magee, Wm. C. Manning, Dr. Wm. J. Noe, Vance R. Reblin, Austin M. Reed, R. E.	892	Cutting Printing Business, Building and Advertising	689	Didot System of Type Measurement Electrotyping Machinery	600
	Reblin, Austin M	402	8	51	Embossed Floral Pieces	599
		766 402	Printing Errors, Some Costly. Printing Machinery, Buying Secondhand. Printing, Scientific Color in Practical.	50 84	Envelope Machinery	599
	Shepard, Levi	270	Printing, Scientific Color in Practical		Form-truck	748
	Rudgin, H. Shepard, Levi Siddall, Frank L. Starr, Frank D. Stevenson, Ashton G. Phornton, Reuben T. Tucker, J. F. Wehrum, L. C. Wedge, John H.	721 892	Process Engraving:	709	Fraternal Societies, Embossed Cards for Goddess of Justice Blindfolded	923
	Stevenson, Ashton G	75	Asphalt, Light-sensitive	103	Gold and Silver Leaf	749
	Thornton, Reuben T	271 721	Cement for Porcelain Evaporating Dish.	254 251	Gumming Machines Hand Printing-press	598
	Wehrum, L. C.	722	Collotype Is Not in General Use, Why Copper, Hard and Soft	912	Hebrew Type	598
Po	Woods, com H	225	Distortion in Metal Plates	427	Horse Cuts, Catalogue of	600
Po	stal Deficits, The Making of	759	Drawing, Combination Pencil and Pen-and-		Horse Cuts, Catalogue of	599
Po	stoffice, Functions of the	550 391	Enamel for Machine Etching	912 427	Indexing Machines  Job Office, Cost of Small	600
Pr	ess. Power. One Hundredth Anniversary of		Enamel Spoiled by Heat England, Cause of Low Prices in	585	Labels in Roll Form	749
Pr	the Invention of thessmen's Convention, The582,	582 902	England, Cause of Low Prices in Engraving Tools for Negative and Positive	251	Linotype Matrices, Swedge for Repairing Linotype Metal	923
Pr	essroom:		Films	251	Linotype Metal	598
	Badge PrintingBearers, Printing Without	899 414	Etching, Points About	740 252	Lithographic Signs on Metal	598
	Belt Dressing, Oil versus	247	Fog from Resensitizing Dry Plates	428	Long Primer	749
-		751 897	Formic Acid, Danger in	739	Measurement, Disputed	923
	Benzen — Benzin	82	Gelatin, Bichromated, Discoverer of the		Neutralizers for Printing-presses Newspaper Properties, Dealers in	600
	Bond Paper, CurledBond Paper, The Curling of	580	Action of Light onGraphic Arts Year Book, 1910	586	Offset Press, The	601
1	Books for the Pressroom	248	Half-tone, Cost of a Minimum	913	Page Fountain-divider	598
-	Bronze Not Adhering, Gold	416	International Association of Photoengravers International Congress of Photography,	-	Paper-box Board	599
	Colletype Inka and Rollers for	750	Fifth Lenses, Some Points About	101	Paper Napkins	599
	Collotype Process Copperplate Printing, Ink for Cuts, Paper Lint on Solid	247	Les Reproductions Mechanique Mono-	284	Photogravures	598
	Cuts, Paper Lint on Solid	415	chromes	104	Photogravures Post-card Albums, Cutting Corners of Printers' General Supplies	923
1	Cylinders, Overpacked Draw-sheet, Manila	247	Litho & Offset Engraving Company Lumière Memorandum-book, A	252	Printers' Material Manufacturers, Directory	
	Draw-sheet, Manila	230	Lumière Memorandum-book, A Negatives Curling at Edges, Stripped	739	of	599
1	Electricity, Remedy for	82	Negatives, Difference in the Size of Line and Half-tone	585	Question Box	923
1	Embossing Device for Job Presses, New	897	Newspaper Illustrations, The Best	586	" Red Lion "	923
1		997	Offset Press and the Photoengraver Offset Press, Photoengraving for the	913	Rubber-stamp Plants Rubber Stamps Sewing, Flexible Overcast	598
	Embossing, Hot	83			Serving Florible Overcast	601
1	Enamel Stock Peeling of	247	Paynetype	740	Ol. 16	500
1	Enamel Stock Peeling of	83 247 82 898	Paynetype Process, Photolithographic Pos-	740	Shelf names Poliance	508
1	Enamel Stock, Peeling of. Engraver's Proof, The. Envelope, Half-tone Cut on	247 82 898 897	Paynetype Process, Photolithographic Pos- ters by	740	Shelf names Poliance	508
1	Enamel Stock, Peeling of. Engraver's Proof, The. Envelope, Half-tone Cut on	247 82 898 897 247	Photoengraving, Advance in	740 428 781 740	Shelf names Poliance	508
	Enamel Stock, Peeling of Engraver's Proof, The Envelope, Half-tone Cut on	247 82 898 897 247 580 898	ters by Photoengraving, Advance in. Photoengraving Outfits Photogravure Photogravure Printing, Machine.	740 428 781 740	Shelf-paper, Reliance Signs, Muslin for. Tariff Rates Transparent Paper Truck for Linotype Metal. Type-high Standards and the Point System	598 748 749 749 748 601
	Enamel Stock, Peeling of. Engraver's Proof. The. Envelope, Half-tone Cut on. Joidenrod Cover, Purple Ink on. Jimposition of for Pressmen. Jink, Lumpy Jink, Printing Without. Jink Spoiled by Reducing. Jink, Unsuitable	247 82 898 897 247 580 898 414	ters by Photoengraving, Advance in. Photoengraving Outfits Photogravure Photogravure Printing, Machine. Photolithographic Posters by Paynetype	740 428 731 740 739 428	Shelf-paper, Reliance Signs, Muslin for Tariff Rates Transparent Paper Truck for Linotype Metal Type-high Standards and the Point System Vacuum Cleaners for Type-cases.	598 748 749 749 748 601 598
	Enamel Stock, Peeling of . Engraver's Proof, The . Envelope, Half-tone Cut on . Goldenrod Cover, Purple Ink on	247 82 898 897 247 580 898 414 897 81	ters by Photoengraving, Advance in. Photoengraving Outfits Photogravure Photogravure Printing, Machine. Photolithographic Posters by Paynetype Process Post-cards, Getting the Gloss on.	740 428 731 740 739 428 428	Shelf-paper, Reliance Signs, Muslin for. Tariff Rates Transparent Paper Truck for Linotype Metal. Type-high Standards and the Point System	598 748 749 749 748 601 598
	Enamel Stock, Peeling of. Engraver's Proof, The Envelope, Half-tone Cut on 3oldenrod Cover, Purple Ink on 751, ' Imposition' for Pressmen. Ink, Lumpy Ink, Printing Without. Ink Spoiled by Reducing. Ink, Unsuitable Inkmaking, Books on Inkmaking, Oils Used in Inks. Chameleon	247 82 898 897 247 580 898 414 897 81	ters by Photoengraving, Advance in. Photoengraving Outfits Photogravure Photogravure Printing, Machine. Photolithographic Posters by Paynetype Process Post-cards, Getting the Gloss on.	740 428 731 740 739 428 428	Shelf-paper, Reliance Signs, Muslin for. Tariff Rates Transparent Paper Truck for Linotype Metal. Type-high Standards and the Point System Vacuum Cleaners for Type-cases. Vignetting Punches Waste, Buyers of.	598 748 749 749 748 601 598
	Enamel Stock, Peeling of . Engraver's Proof, The . Envelope, Half-tone Cut on . Goldenrod Cover, Purple Ink on	247 82 898 897 247 580 898 414 897 81 82 81	ters by Photoengraving, Advance in. Photoengraving Outfits Photogravure Photogravure Printing, Machine. Photolithographic Posters by Paynetype	740 428 731 740 739 428 428 427 739	Shelf-paper, Reliance Signs, Muslin for Tariff Rates Transparent Paper Truck for Linotype Metal Type-high Standards and the Point System Vacuum Cleaners for Type-cases.	598 748 749 749 748 601 598 748 599

#### INDEX.

PAGE	Trade Notes — Continued: PAGE	Trade Notes — Continued: PAG
Roman Numerals, The Pronunciation of 426	Denver, Disagreement at 594	Omaha, New Lithograph Company at 76
Rush Job, The 852	Denver Printers to Compete for Baseball	Paper and Pulp Conditions, Study of 43
Rush Orders, Heading Off 535	Trophy 105	Papermakers Return to Work 59
	Detroit, New Engraving Firm at 267	Papermaking, To Experiment in 59
	Detroit Printing-house, New 918	Paris Modes, Heavy Loss to 91
	Devils' Club	Past, Digging Up the
S	De Vinne, Theodore Low, Bust of 766	Peerless Printing Press Company's New
	Donnelly and the Branch Offices 433	Catalogue 91
alt Lake City Wants the Typographical	Donnelly, Samuel B., Lectures on Panama 763	Pennsylvania Publishers Punished 26
Union Convention 424	Drawing, Printers Hear Lectures on 434	Peoria Printers After the Dead-beat 91
initarium and a Sanatorium, The Difference	Durling Electric Company Enlarged 594	Peterson, F. T., Company Changes Name. 91
Between a 559	Edinburgh, Agreement Reached at 764	Philadelphia Club of Printing House
noemaker, Stick to Your Last 701	Envelope Makers' Convention	Craftsmen Organized
outhern Chivalry 713	Failure to File Bond Loses Big Job 763	Photoengravers' Dispute Settled 43
ecimens97, 258, 406, 563, 725, 885	Ferguson, David, Appointed Supervisor 763	Photoengravers' Strike Benefits Stopped 91
pelling, A Wide Choice of 391	Fire Insurance, Printers Favor 432	Photo-printing Machine
andard, A Definite		Photographs by Wire
ate Ben Franklin Club, First 269	Foulkes, Owen, Father of Chapel Twenty-	Poster Printers to Protect Public 59
ate Printer in a Quandary 548	eight Years 763	
ereotypy, Modern, and the Mechanics of	Fraser, Rev. Alexander, Dies 594	Postoffice Competition, To Check 59
the Newspaper	General News Notes107, 269, 434, 597,	Pressmen's Home, Assessment for
vindlers, Printers and Stampmakers as In-	766, 919	Printer Physicians
nocent Catspaws for 423	Graphie Arts Club, Syracuse, New York,	Printer's Interest in Unfortunates 59
	Banquet 434	Rich Harvest for Printers
	Haines, Harry B., to Study Printing	Roberts & Son Elect New Officers 26
T	Abroad 917	Rochester Printers Assist Health Board 10
	Hanna, George W., Joins Walter Scott &	Salt Lake City Making Strong Fight for
xas, Convention of the Employing Printers	Co	Typographical Convention 43
of	Hodges, Earl W., for Secretary of State 267	San Francisco Enterprise 43
e Inland Printer Cover 579	Holmes, E. J., to Become Hobo 433	Scranton, Big Plant for 76
le, James, Tribute to	Hudspeth Acquitted 105	Second-class Mail 26
o Good to Be True	Ihrie's, H. R., New Position 433	Simpson, James, Honors to 59
ade Notes:	Incorporations106, 434, 597, 767, 919	Slater, Mark, Sentenced to Penitentiary 43:
Ads., Condemns Misleading 919	Insurance, Printers and 592	Spokane Printers' Wayzgoose 91
	International Magazine 594	State Ben Franklin Club, Another 918
Alphabet Design, Competition in 595	International Typographical Union Con-	Studebaker Brothers' Bulletin 43
American Newspaper Publishers' Associa- tion Meeting	vention	Tariff Construction, Bookbinders Protest
	International Typographical Union Elec-	Against 26
1merican Printer's Anniversary Number 763	tion	Technical Education at Detroit 26
American Type Founders Company Prizes	International Typographical Union to Be	Texas Printers to Meet 763
to Printers	Invited to Norfolk	Trade Notes 105, 266, 432, 592, 763, 917
Amsterdam, All About		United Typothetæ to Meet in May 260
Anderson, C. J., a Hustling Candidate 268		Trade Press, Sentiments of the 876
Arbitration Board Makes Awards 595	Kansas City Educational and Social Club., 596	Typographical Accuracy 39:
Arteraft Company Installs Printing Plant. 592	Lawson's Birthday Plan, Appreciation of 765	
Atlanta Typos' Golden Anniversary 433	Lithographic Process, New 595	
Australian Investigating American Prin-	Lynch, President, Loses His Mother 267	U
teries	McMichael, Charles, Gets Big Damages 763	
Baseball Tournament	Map Company Moves, Big 266	Unionism, One Angle of 5:
Battle Creek, Strike at 917	Mills Printing Company Incorporated 592	United States Bureau of Engraving and
Ben Franklin Club, New Secretary for 595	Minneapolis Ben Franklin Club to Have	Printing, New Inventions at the 53:
British Employers' Convention 267	Permanent Secretary 432	United Typothetæ Convention
Brotherhood of Bookbinders Flourishing 765	Monotype, The	
Brown Company Makes Defense 765	Nashville, Tennessee, New Printing Con-	Unused Letter, The (verse) 83
Business Methods 434	cern at 432	
'arpenter, Charles W., Resignation of 433	Nevins-Church Press Rewards Competency	N/
hicago Ben Franklin Club, Larger Prem-	and Loyalty 765	V
ises for 266	New Haven Typos Celebrate 105	V.1. D.1.4
hristians, Advertised for Lonely 433	New York, Printing Graft in 596	Values, Relative 760
incinnati, Ohio, Allied Printing Trades	New York State, Printing Trades in 433	
Conference at	New York Typos Escape Imprisonment 432	
ity and Town Printers, To Elect 592	Nye, Bill, The Printer's Interest in 918	W
	Ohio Printing Scandal	
obb. Albert, Fifty Years with Tuttle		
	Oklahoma City Ben Franklin Club Com-	Western Slope, From the 66, 249, 393, 589, 758
Company 433	Oklahoma City Ben Franklin Club Com-	Western Slope, From the 66, 249, 393, 589, 758 What Happens? (verse)
Cuban Editors Freed	Oklahoma City Ben Franklin Club Com- mittee to Keep Work at Home 266	What Happens? (verse) 859
	Oklahoma City Ben Franklin Club Com-	What Happens? (verse)

### INDEX TO ADVERTISEMENTS.

Acme Compound Co	PAGE Dick, Rev. Robert, Estate126, 299, 454, 624, 780, 952	FAGE Keystone Type Foundry
Acme Staple Co144, 189, 356, 516, 679, 957 Albemarle Paper Mfg. Co144, 175, 356,	Dinse, Page & Co 125, 315, 457, 632, 682, 846 Driscoll & Fletcher. 115, 280, 445, 613, 775, 933 Dunley Printing Press Co 24-25, 204, 325.	Kimble Electric Co128, 172, 358, 620, 686, 952 Knowlton Bros 2, 162, 322, 802
American Numbering Machine Co	Durant, W. N., Co115, 279, 446, 614, 776, 934	
American Printer155, 308, 453, 637, 781, 932 American Shading Machine Co157, 317,	Economy Engineering Co158, 478, 797	Latham Machinery Co131, 311, 339, 499, 825 Levey, Fred'k II., Co127, 308, 453, 628, 668, 847
477, 615, 797, 935 American Steel & Copper Plate Co157, 317, 477, 615, 797, 935	Electrical Testing Laboratories446, 614, 776, 934	Logemann Bros. Co. 128, 190, 366, 624, 780, 948
American Type Founders Co36, 132-133, 309, 350, 508, 664, 830	Feeny-Nossett Mfg. Co	Maish Mfg. Co14, 193, 355, 525, 785, 843
Anderson, C. F., & Co	Fonderie Caslon 149, 637 Force, Wm. A., & Co. 148, 469 Franklin Co. 180, 661 Freie Künste 122, 302, 480, 630, 783, 953 Freund, Wm. & Sons. 135, 290, 365, 631,	Mayer, Robert, & Co
Autopress Co142-143, 306-307, 462-463	Fuchs & Lang Mfg. Co3, 171, 324, 493, 645, 804	Mergenthaler Linotype Co
	Fuller, E. C., Co153, 289, 330, 503, 655, 816 Funk Machine Co154, 298, 472, 632	Miller Saw-Trimmer Co119, 179, 474, 627, 666, 821
B. & A. Machine Works. 157, 318, 478, 615, 798, 935	Furman, Jas. H442, 610, 771, 929, 931	Mittag & Volger157, 317, 477, 615, 797, 935 Mittineague Paper Co16, 31, 176, 181, 343, 350, 515, 526, 657, 807
Babcock Printing Press Mfg. Co7, 165, 327, 487, 646, 813 Barnhart Bros. & Spindler7, 165, 327, 487,	General Electric Co138-139, 316, 451, 484, 644, 808	Modern Machine Co
Bates Machine Co	Gilbert, Harris & Co28, 195, 352, 525, 672 Globe Engraving & Electrotype Co15, 164, 339, 499, 670, 826	Monon Route
Beckett Paper Co200-201, 470, 635, 784, 955 Bingham's, Sam'l, Son Mfg. Co130, 166, 326, 839	Golding Mfg. Co	
Bissell Colleges	Grasso Neverslip Quoin Co	N-M-C-R Co. 115 National Electrotype Co. 310 National Lithographer 311, 459, 630, 778, 948 National Machine Co. 177, 354, 524, 783, 949
Books and Utilities160, 300, 468, 636, 796 Boston Printing Press & Machinery Co149, 303, 455, 625, 781, 949		National Perforating Machine Co203, 357, 509 National Steel & Copper Plate Co157, 317, 477, 615, 797, 935
Bourke-Rice Envelope Co	Hall, A. W., & Co	Niagara Paper Mills14, 173, 355, 498, 673, 831 Norwich Film116, 279, 445, 613, 794, 944
Buckie Printers' Roller Co	Harris Gripper & Mfg. Co	Oswald Publishing Co155, 308, 453, 637, 781, 932
686, 838 Butler, J. W., Paper Co1, 27, 161, 163, 321, 323, 481, 483, 641, 643, 801, 803	Hellmuth, Chas	Oswego Machine Works10, 168, 333, 507, 667, 816, 817
	678, 846 Hoe, R., & Co22, 192, 466, 502, 676, 941	D 1 1 1 D 1 G 200
Cabot, Godfrey L157, 317, 477, 615, 797, 935 Carver, C. R., Co149, 304, 352; 624, 682, 834 Caxton Magazine	Hoke Engraving Plate Co	Passche Air Brush Co
Challenge Machinery Co18, 194, 337, 506, 662, 824	Huber, J. M128, 365, 784	309, 449, 508, 778, 960 Parsons Trading Co15, 189, 361, 501, 679, 829 Peerless Electric Co135, 295, 362, 632,
Chandler & Price Co26, 288, 334, 514, 947 Charlotte Printing Co	Inland Printer Technical School301, 461, 629, 687	672, 957 Peerless Printing Press Co29, 193, 349, 521, 683, 833
Chicago & Alton Railroad Co150, 314, 932 Chicago Embossing Co785, 939 Chicago Lino-Tabler Co208, 368, 528, 688, 848	Inland Stationer314, 460, 634, 781, 953 Inland Type Foundry126, 184 Inland Walton Engraving Co125, 127, 150,	Potter Printing Press Co.
Christensen Machine Co	154, 172, 174, 176, 305, 358, 366, 449, 450, 454, 455, 469, 472, 617, 620, 625, 628, 668, 678, 782, 794, 938	Printing Machinery Co
Colonial Co	International Correspondence Schools147, 295, 453	
510, 658, 845 Cramer, G., Dry Plate Co115, 280, 445, 613, 775, 933	I. T. U. Commission156, 296, 452, 626, 674, 956	Queen City Printing Ink Co4, 198, 340, 492, 656, 828
Crane, Z. & W. M. 145, 301, 461, 629, 687, 945 Cummings Machine Co	Jaenecke Printing Ink Co33, 174, 457,	
	G21, 656, 830 Johnson, J. Frank. 116, 279, 445, 613, 775, 933 Juengst. Geo., & Sons6, 170, 464, 618,	Richards, J. A., Co
Damon, Geo., & Sons	786, 827 Juergens Bros. Co158, 318, 478, 616, 779, 847 Justrite Co126, 318, 472, 616, 798, 944	Robinson-Sidley Co
Dennison Mfg. Co117, 183, 448, 482, 792, 818 Detroit & Cleveland Navigation Co634,		520, 790, 936 Rowe, James125, 312, 353, 625, 680, 829
788, 937 Detroit Sulphite Pulp & Paper Co501, 675, 843 Deutscher Buch- und Steindrucker149, 303,	Kast & Ehinger122, 290, 472, 625, 682, 843 Kay-Kay Dispeller Co151, 315, 677	Sahaal of Costs
480, 637, 783, 952 Dexter Folder Co34-35, 186-187, 346-347, 488-489-490, 648-649-650, 942	Keith Paper Co320, 480, 640, 800 Keyser, E. C., & Co114, 280, 445, 613, 775, 933	School of Costs.

#### INDEX.

PAGE Seybold Machine Co32, 207, 338, 519, 671, 819	Tucker Feeder Co	Wanner, A. F., & Co150, 290, 354, 362,
Shepard, Henry O., Co41, 115, 209, 280,	Typo Mercantile Agency 12	501, 526, 670, 672, 788, 946, 950
444, 529, 613, 689, 775, 933	Typo mercantile Agency	Want Advertisements112, 276, 442, 610,
Sheridan, T. W. & C. B., Co. 141, 202, 345,		771, 929
495, 651, 832		Warren, S. D., & Co. 13, 280, 447, 612, 777, 933
Shniedewend, Paul, & Co17, 135, 177,	Ullman, Sigmund, CoCover	Watzelhan & Speyer125, 308, 456, 500,
361, 497, 673, 817	Union Pacific	686, 957
Sprague Electric Co17, 185, 353, 523, 675,	United Boxboard Co38, 189, 349, 512,	Wesel, F., Mfg. Co124, 291, 622
811, 829	683, 842	Western Embossing Co
Star Engravers' Supply Co157, 317, 477,	United Printing Machinery Co 293, 518, 940	Western States Envelope Co522, 791, 840
Stan Tool Mer. Co. 116, 210, 262, 500, 788, 957	U. S. Printograph Co123, 169, 331	Westinghouse Electric & Mfg. Co127, 314, 456, 500, 784, 937
Star Tool Mfg. Co116, 310, 362, 500, 788, 957 States Publishing Co	Universal Automatic Type-Casting Machine Co.	West Virginia Pulp & Paper Co40, 208,
Stiles, Chas. L116, 279, 446, 614, 776, 934	147, 196, 348, 511, 675, 831	368, 528, 688, 848
Sullivan Machinery Co158, 317, 477, 615,		Wetter Numbering Machine Co 134, 315, 939
797, 935		White, James, Paper Co148, 294, 455,
Swink Printing Press Co303, 359, 939	V 411 & D 100 005 470 010	624, 778, 949
System Co634, 779	Van Allens & Boughton120, 285, 476, 619, 787, 822	Whitlock Printing Press Mfg. Co136-137,
	Van Bibber Roller Co115, 280, 446, 614,	283, 465, 623, 665, 810
W 1'	776, 934	Whitmore Mfg. Co
Tarcolin	Vandercook Press	Wiggins, John B., Co122, 314, 459, 628, 678, 952
Tatum, Sam'l C., Co	Victoria Platen Press Mfg. Co135, 295,	Williams Bros. & Co157, 478, 615, 797, 935
524, 679, 834	680, 953	Williams-Lloyd Machinery Co358, 778
Thompson Type Machine Co121, 287, 475,		Wing, Chauncey38, 309, 472, 508, 778, 960
633, 684, 823		Wire Loop Mfg. Co116, 279, 445, 613,
Thomson, John, Press Co943		775, 933
Toronto Type Foundry Co 844	Wagner Mfg. Co	Wood & Nathan Co152, 188, 364, 505
Triumph Electric Co155, 174, 342, 516,	Walden Typesetting Co	Woronoco Paper Co 23, 205, 363, 527, 685, 815
788, 944	Wanaque River Paper Co119, 501	Wroe, W. E., & Co 467

